FORECASTING DEMAND FOR ARVS

TRENDS OF PEDIATRIC FORMULATIONS UPTAKE FROM THE GPRM DATABASE

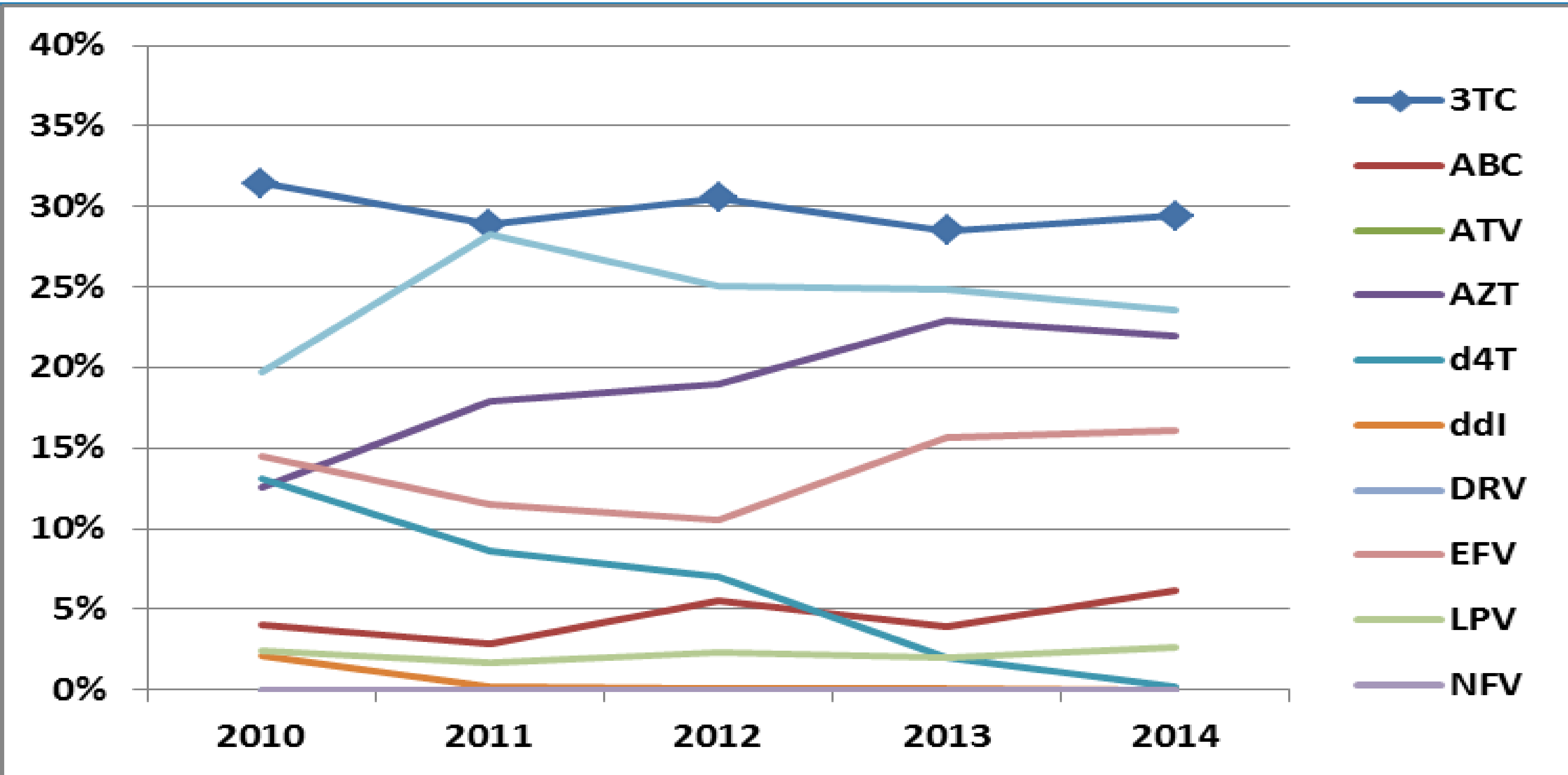
Denominator used for calculation: Years and Number of Patient Years

	2009	2010	2011	2012	2013	2014
Thousands API Years	714	933	1,119	981	1,459	325
Thousands Patient Years	238	311	373	327	486	108

Data included

- CHAI/UNITAID:
  - Data included up to 10.2014
- GFATM
  - PQR data included up to 01.2015 – but 2014 not complete given reporting delays in PQR
- SCMS
  - Data included up to 01.2015
- Rest of PEPFAR
  - Data included up to 12.2013
- UNICEF
  - Data included up to 08.2014
- IDA:
  - Data included up to 01.2015 (Q4 2015 not Included)
- MISSIONPHARMA
  - Data included up to 01.2015
- WHOCPS
  - Data included up to 01.2015

Market share of different API (% of all ARVs in PYR)



World Health Organization

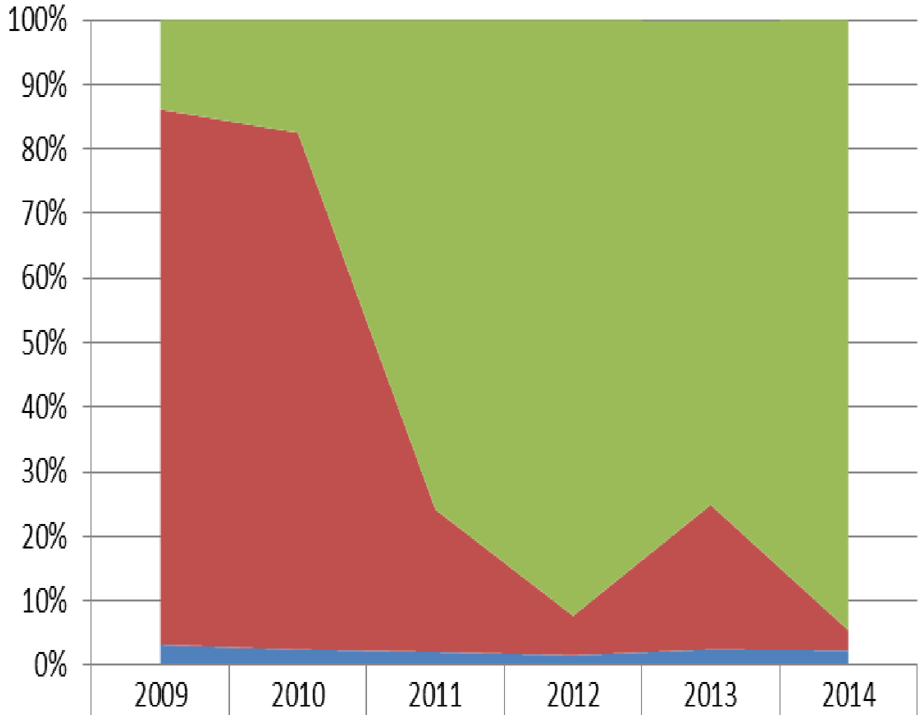
Market share (%) of nucleoside reverse transcriptase inhibitors (excluding 3TC and FTC)

	2010	2011	2012	2013	2014
AZT	40%	61%	60%	79%	77%
d4T	41%	29%	22%	7%	1%
ddI	7%	1%	0%	0%	0%
ABC	13%	10%	18%	13%	22%

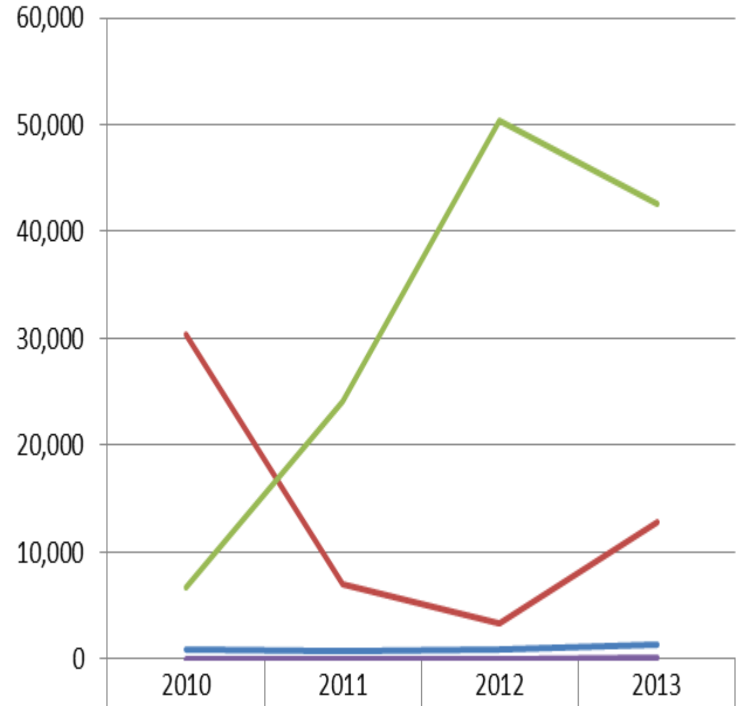
ABC ddI d4T AZT

World Health Organization

Relative uptake of abacavir containing formulations



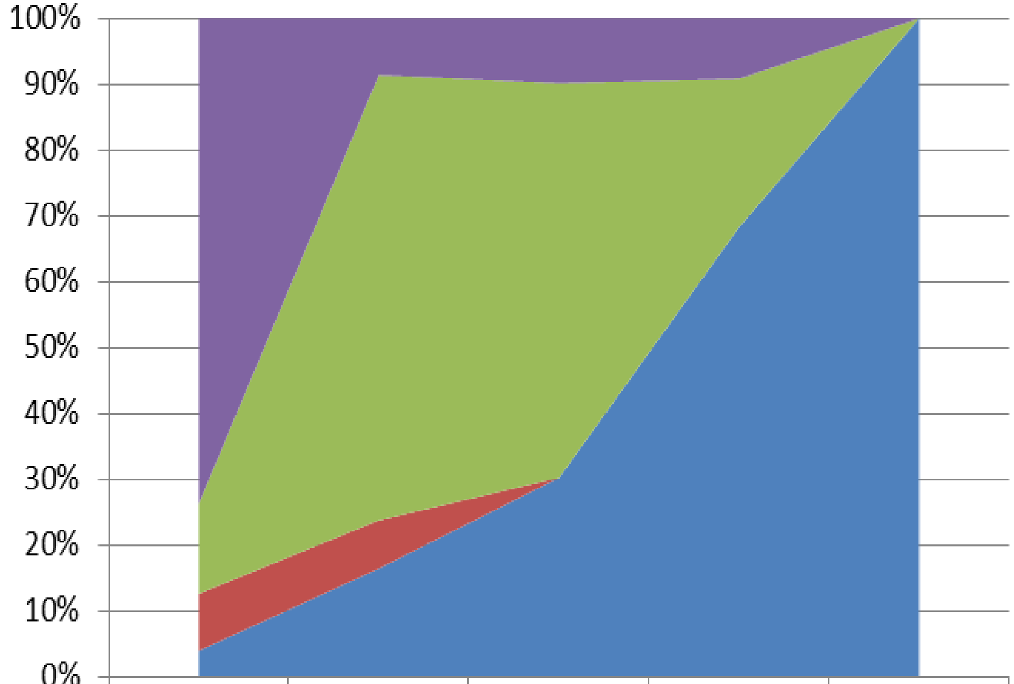
	2009	2010	2011	2012	2013	2014
ABC + 3TC+ZDV(60+30+60)mg				0%	0%	0%
ABC+3TC(60+30)mg	14%	17%	76%	92%	75%	95%
ABC 20mg/ml	83%	80%	22%	6%	22%	3%
ABC 60mg	3%	2%	2%	2%	2%	2%



	2010	2011	2012	2013
ABC 60mg	907	641	831	1,357
ABC 20mg/ml	30,292	7,003	3,362	12,756
ABC+3TC(60+30)mg	6,607	24,046	50,452	42,607
ABC + 3TC+ZDV(60+30+60)mg	0	0	0	25

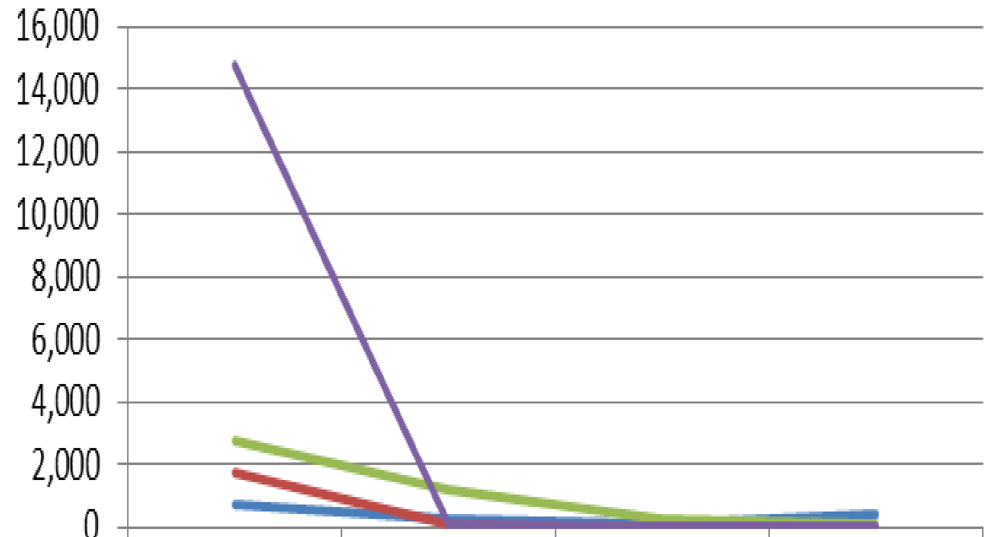
World Health Organization

Relative uptake of didanosine formulations



	2010	2011	2012	2013	2014
ddi 100 mg	74%	9%	10%	9%	0%
ddi 125 mg	14%	68%	60%	23%	0%
ddi 50 mg	9%	7%	0%	0%	0%
ddi 25 mg	4%	16%	30%	68%	100%

ddi 25 mg ddi 50 mg ddi 125 mg ddi 100 mg

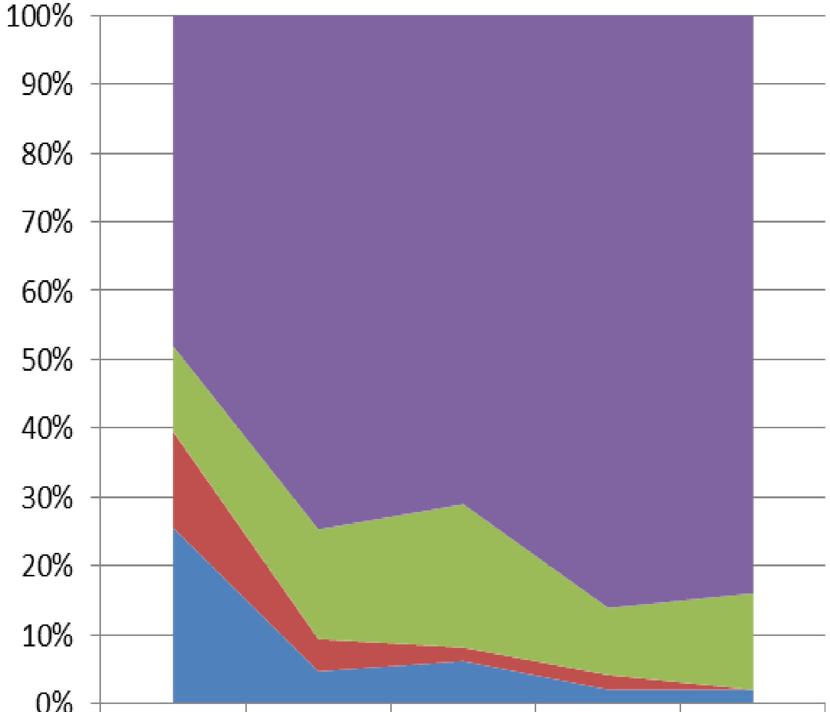


	2010	2011	2012	2013
ddi 25 mg	775	287	150	409
ddi 50 mg	1,736	128	0	0
ddi 125 mg	2,746	1,184	298	135
ddi 100 mg	14,759	151	49	55

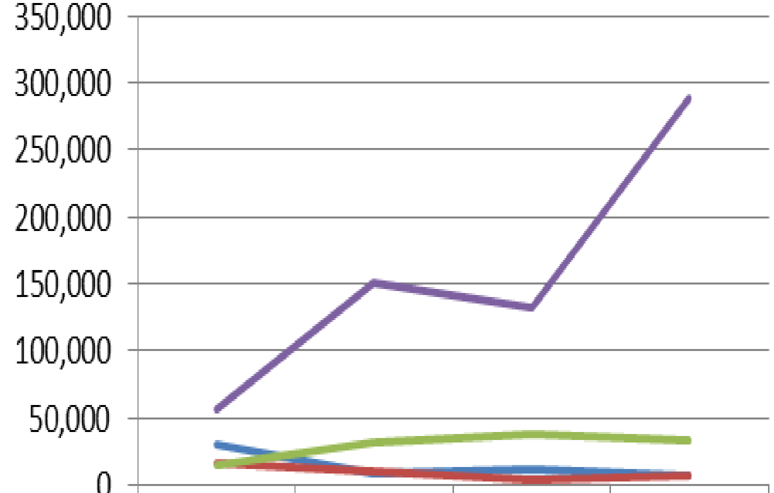
ddi 25 mg ddi 50 mg ddi 125 mg ddi 100 mg

World Health Organization

Relative uptake of different zidovudine containing formulations

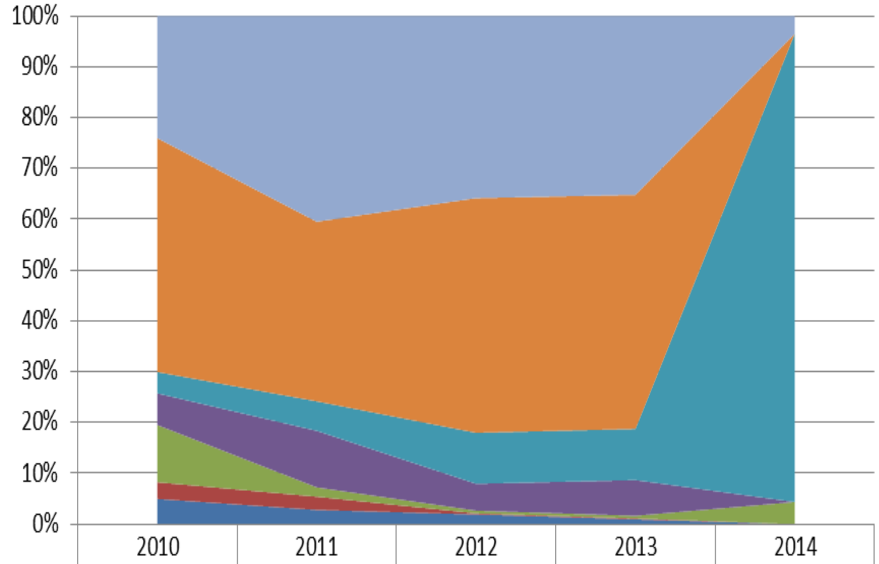


	2010	2011	2012	2013	2014
3TC+NVP+ZDV(30+50+60)mg	48%	75%	71%	86%	84%
3TC+ ZDV(30+60) mg	12%	16%	21%	10%	14%
ZDV 100mg	14%	5%	2%	2%	0%
ZDV 10mg/ml	26%	5%	6%	2%	2%

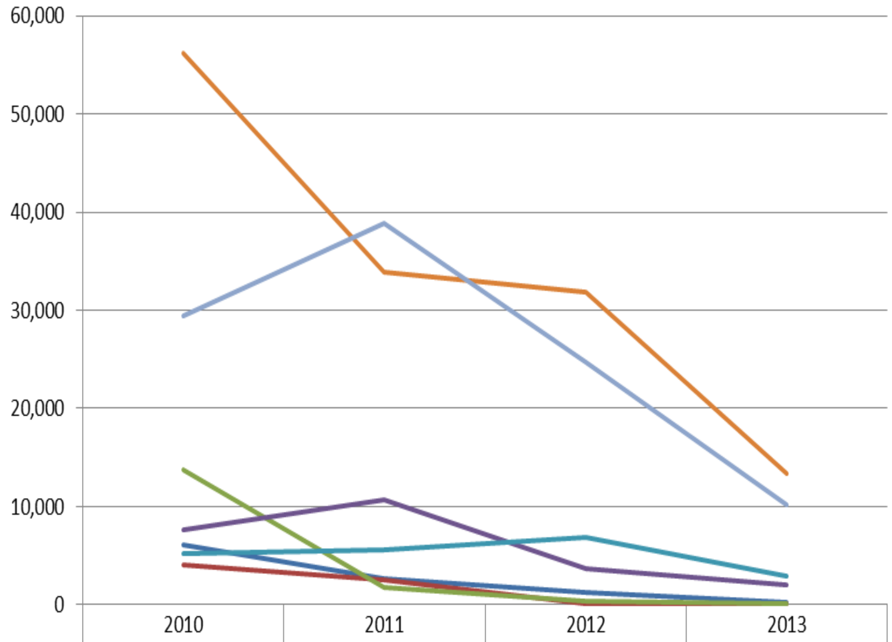


	2010	2011	2012	2013
ZDV 10mg/ml	29,993	9,417	11,451	6,813
ZDV 100mg	16,412	9,452	3,665	7,123
3TC+ ZDV(30+60) mg	14,601	32,030	38,656	32,610
3TC+NVP+ZDV(30+50+60)mg	56,570	150,096	131,889	288,624

Relative uptake of stavudine containing formulations

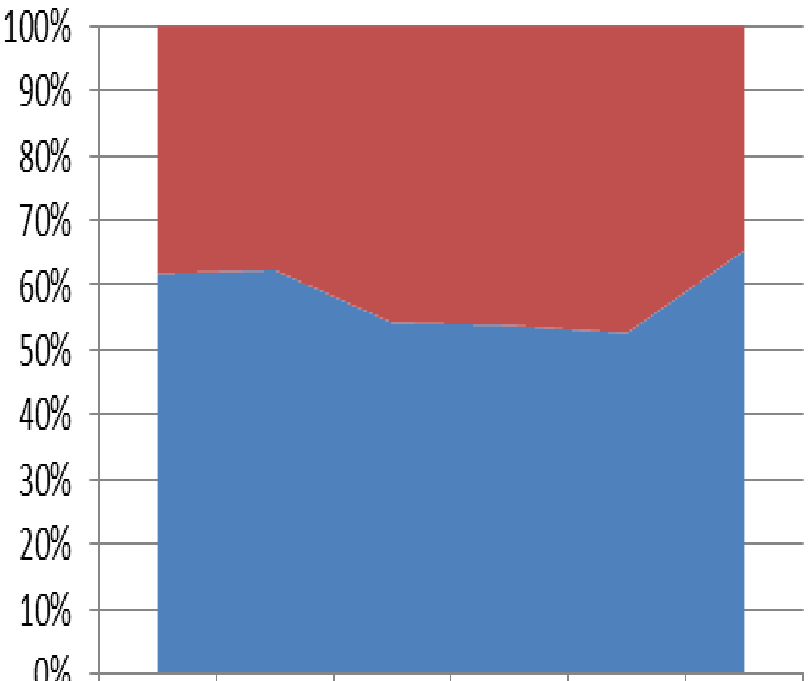


	2010	2011	2012	2013	2014
3TC+NVP+D4T (30+50+6)mg	24%	40%	36%	35%	3%
3TC+NVP+D4T (60+100+12)mg	46%	35%	46%	46%	0%
3TC+D4T (30+6) mg	4%	6%	10%	10%	92%
3TC+D4T (60+12) mg	6%	11%	5%	7%	0%
d4T 20 mg	11%	2%	1%	1%	4%
d4T 15 mg	3%	3%	0%	0%	0%
d4T 1 mg/ml	5%	3%	2%	1%	0%

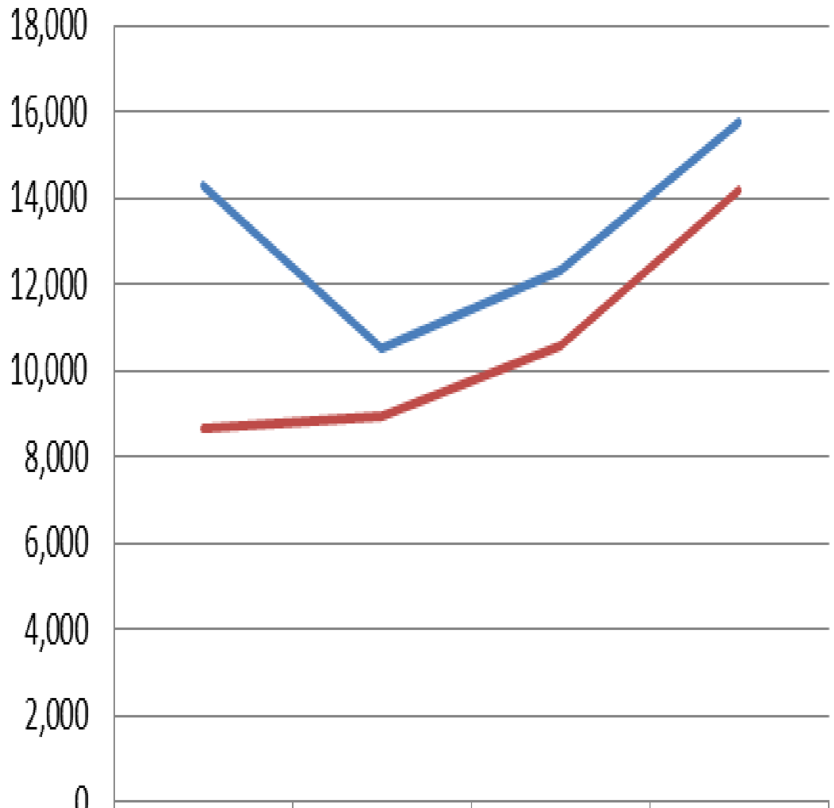


	2010	2011	2012	2013
d4T 1 mg/ml	6,058	2,693	1,317	270
d4T 15 mg	4,014	2,507	149	60
d4T 20 mg	13,759	1,746	365	147
3TC+D4T (60+12) mg	7,612	10,689	3,644	2,043
3TC+D4T (30+6) mg	5,155	5,576	6,913	2,928
3TC+NVP+D4T (60+100+12)mg	56,221	33,943	31,810	13,399
3TC+NVP+D4T (30+50+6)mg	29,365	38,862	24,694	10,226

Relative uptake of different lopinavir formulations



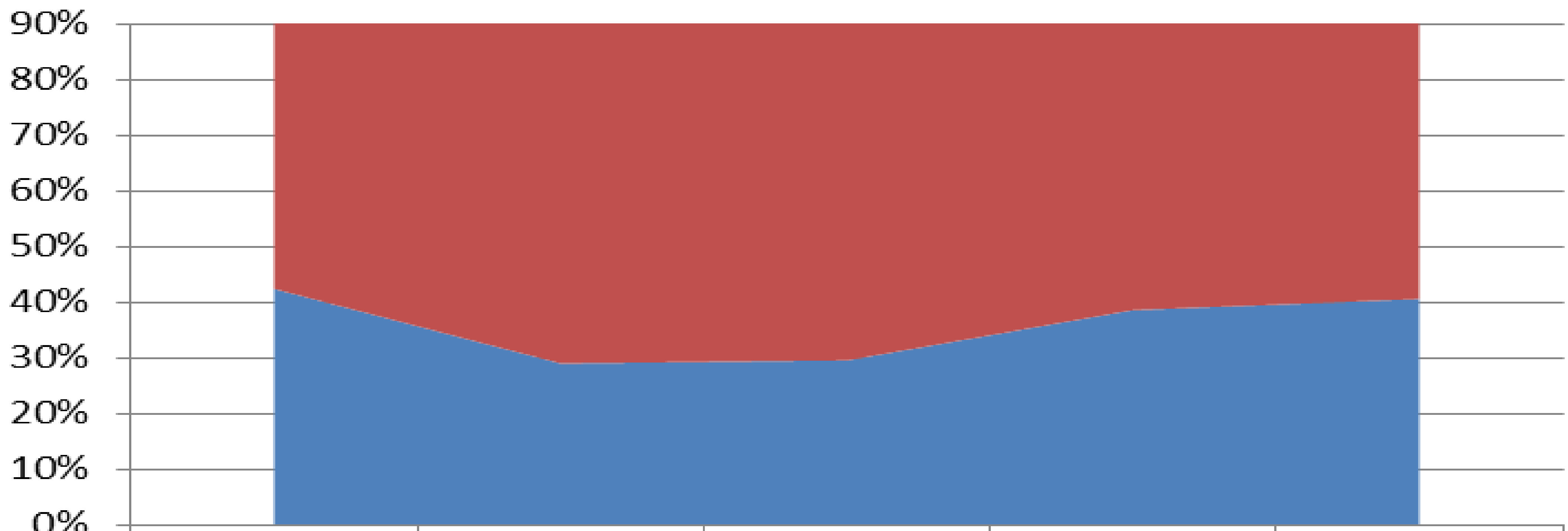
	2009	2010	2011	2012	2013	2014
LPV+RTV (100+25) mg	38%	38%	46%	46%	47%	35%
LPV+RTV(80+20/ml) mg	62%	62%	54%	54%	53%	65%



	2010	2011	2012	2013
LPV+RTV(80+20/ml) mg	14,274	10,539	12,317	15,742
LPV+RTV (100+25) mg	8,638	8,910	10,564	14,179

World Health Organization

Relative market share of non-nucleoside reverse transcriptase inhibitors



	2010	2011	2012	2013	2014
NVP	58%	71%	70%	61%	59%
EFV	42%	29%	30%	39%	41%

EFV NVP