Cipla

To

Dra. Carolina Gomez

Directora de Medicamentos

Ministerio de Salud y Protección Social

13th April, 2018

Dear Dra Carolina,

I am writing this letter to you to express Cipla's interest in collaborating with The Ministry of Health in Colombia to help in ensuring greater access to high-quality, affordable drugs to patients in Colombia.

Introduction to Cipla

Since its inception, Cipla's ethos has been firmly rooted in the vision "None shall be denied". The Company strongly believes that access to high quality, affordable medicines is a basic human right, not just a privilege for a few. In our long and eventful history, that has often meant thinking the unthinkable, doing things that were never done before - most of all in confronting HIV/AIDS and helping to tame it from a hideous death sentence to a chronic manageable disease.

Cipla is a global pharmaceutical company which uses cutting edge technology and innovation to meet the everyday needs of all patients. For more than 80 years, Cipla has emerged as one of the most respected pharmaceutical names in India as well as across more than 100 countries. Our portfolio includes 2000 products in 65 therapeutic categories with one quality standard globally.

Cipla's research and development focuses on developing innovative products and drug delivery systems and has given India and the world many 'firsts' for instance Triomune - the world's first 3-in-1 cocktail for HIV/AIDS. In a tightly regulated environment, the company's manufacturing facilities have approvals from all the main regulators including USFDA, UKMHRA, WHO, MCC, ANVISA, and PMDA which means the company provides one universal standard both domestically and internationally.

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Our commitment to ensuring that 'none shall be denied'

Cipla has a dedicated business unit - 'Global Access (C-GA)' to concentrate on five key therapy areas: HIV/AIDS, malaria, multi drug-resistant tuberculosis, reproductive health, and Hepatitis. Through Cipla Global Access we aim to reach out to 80 million patients in these five therapies by 2020.

Cipla has developed and fostered robust relationships with several major global organisations, regulatory bodies, public institutions and funding agencies that work toward this common cause. Additionally, we have partnered with several global scientific research organisations to develop innovative, effective and affordable formulations for these five therapeutic areas.

Collaboration in Colombia

Cipla currently has an established operation in Colombia and we also partner with local companies that currently play an important role in providing medicines to patients.

We are aware of the increased interest in and discussion of compulsory licenses within the Colombia government, including the recent declaration of public interest regarding medicines for the hepatitis C virus (HCV) and cancer in light of barriers to access created by high prices.

If the Colombian government is willing to address intellectual property concerns, including patent rights and other issues of exclusivity in test data, Cipla is willing and capable to provide Colombia with high-quality, affordable generic medicines for the hepatitis C virus (HCV) and also in other therapies such as HIV and Oncology. This approach, compliant with Colombian law and the World Trade Organization's Agreement on Trade-Related Aspects of Intellectual Property Rights, would lead to expanded coverage and superior treatment at significantly lower cost.

We are currently focused on the sofosbuvir tablets - a product for which we have a dossier ready. The price for sofosbuvir tablets is $400 for a pack of 28 pills. We also commercialise the sofosbuvir + ledipasvir (combination) in India. Other combinations are also under dossier compilation.

Cipla has the authority and capacity to manufacture and sell generic sofosbuvir, the sofosbuvir/ledipasvir combination, and the sofosbuvir/velpatasvir combination as a licensee under the terms of Gilead's voluntary license agreement. The voluntary license provides for the ability to export the relevant active pharmaceutical ingredients and/or finished formulations

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outside of the respective license territories where the importing country has issued a compulsory license on the patents at issue.

We look forward to speaking with you in further detail on this matter, and are willing to answer any questions you might have.

Sincerely,

Christos Kartalis

CEO International, Cipla Limited

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