

From: Mr.ACP [<mailto:acp@seruminstitute.com>]
Sent: 03 October 2012 08:48
To: CHAN FUNG, Margaret F.C.
Cc: BUSTREO, Flavia; AYLWARD, Raymond Bruce J.
Subject: IPV

Dear Dr. Margaret Chan,

In view of our ongoing discussions with the Polio Working Group of WHO SAGE, Dr. Bruce Aylward and also with the Gates Foundation, we are pleased to commit the following with respect to the pricing of Inactivated Polio Vaccine (IPV) from our plant at Bilthoven Biologicals (BBio), the Netherlands.

Although the UNICEF's current latest procurement price of our IPV is Euro 2.50 per dose in a single dose container, we can offer this product at Euro 1.25 per dose in a single dose container for the procurement in 2013. However, if this price needs to be lowered further, we can offer Euro 0.90 per dose in a multi dose container (5 doses / 10 doses per container) provided such packaging is cleared by WHO-QSS. I trust this gesture of reducing price of IPV substantially will help in achieving the Polio eradication and implementing the Polio End Game strategy.

Besides this, we are also working on additional strategies of using Adjuvanted Inactivated Polio Vaccine as well as using alternate route of administration i.e. by intradermal route; and we are confident that we will succeed in both these strategies and after getting necessary regulatory clearances and approvals from both National Regulatory Authority as well as WHO PQ team, we can substantially lower the price to meet everybody's expectations of achieving price of our IPV at around U.S \$ 0.50 per dose. Of course, this will take sometime, as it involves lot of formulation work, stabilities studies and all the regulatory clearances. However, we are confident to achieve this goal in the coming years.

With kind regards,

Yours sincerely,

Adar C. Poonawalla
Executive Director
Serum Institute of India Limited