

UTW 17-- Methodology

Questionnaires were sent to both originator and generic companies manufacturing antiretrovirals (ARVs), requesting information on prices for developing countries, restrictions that apply to each of the prices quoted (eligibility criteria), and any additional specificity applicable to the quoted prices. The data were collected up to April 2014.

All originator companies marketing ARVs were included in the survey, but the list of generic producers is by no means exhaustive. Only generic companies that have at least one ARV quality-assured by WHO Prequalification Programme or US FDA on the date of requesting price information were included in this publication. Initial questionnaires were sent to companies in February 2014.

Some important preliminary remarks on the data presented in this report:

- The information on prices given in this publication only relates to ARVs. It does not include other costs linked to antiretroviral treatment, such as diagnosis, monitoring or treatment of opportunistic infections.
- The manufacturers provide the prices listed in this publication. The prices paid by the purchaser might be higher because of add-ons (such as import taxes and distribution mark-ups), or may be lower as a result of effective procurement procedures or after negotiations. Therefore the document should not be viewed as a manufacturer's price list.
- Companies use different trade terms (known as incoterms). These incoterms outline the responsibilities of the manufacturer and purchasers with regard to transport, international freight and insurance costs. Additional information and definitions of incoterms can be found in the 'Abbreviations' section at the end of this guide. The incoterms of the prices provided by the companies are reported in Annex 2.
- Originator and some generic companies have different eligibility criteria for differential pricing for countries and entities, meaning not all countries and entities can access the price that is mentioned in this report. The different categories of prices are detailed on the drug profile pages. More detailed information on the different eligibility criteria is provided in Annex 2
- Information on patents is only indicative and should be checked with national authorities. It should in no way form the basis of a procurement decision.
- As the information on the WHO Prequalification and the US FDA lists are updated regularly, the lists should be consulted for up-to-date information regarding quality.