

On 2017/03/21, Kocmond, Warren wrote:

Dear Mr Vandavelde,

As mentioned in the e-mail you received from Tom Joyce, I am very happy to update you further on the continued progress in the development of our product portfolio to address the needs of the programs that are fighting TB around the world.

After six years of success with GeneXpert and Xpert MTB/RIF, we had delivered at the end of 2016 more than 6,600 GeneXpert systems representing almost 30,000 independent modules and over 23 million tests. 2017 is a turning point as we are in the process of releasing our new and more sensitive Xpert MTB/RIF Ultra in the first half of the year and our GeneXpert Omni in the second half of the year. Together these two innovative products have the potential to change the way to detect people with TB in the early phases of the disease, allowing new strategies of active case finding to be developed. Such strategies will be supported by our C360 software, allowing a real time overview of both the systems and disease evolution.

Our commitment to TB does not stop after 2017. Together with partners, we are working on finding the best way to finish the development and roll out our Xpert XDR cartridge that detects Isoniazid, fluoroquinolone and injectable drug resistance, a perfect complement of our upcoming product portfolio.

Of course, we continue to look into the next wave of solutions to support the fight against TB. This includes new products, TB/HIV integration and the potential to benefit from being now an operating Company of Danaher that has a significant footprint in the field of diagnostics.

On May 12th, Philippe Jacon will attend your meeting in Amsterdam and continue the active dialogue as he has done with his team over the years. I can assure you of my full confidence in Philippe's ability to work with your organization and as such, he will remain your primary interlocutor.

Finally, I want to reinforce the commitment of Cepheid, and my personal commitment to our High Burden and Developing Countries (HBDC) program.

Sincerely,

Warren

Warren C. Kocmond

President

Cepheid