



DECEMBER 10, 2013

REDUCTION OF SANOFI PRIFTIN® PHS 340(b) PRICE

Dear Sanofi US Priftin® PHS Customer:

Sanofi US produces and markets Priftin® (rifapentine) which is FDA approved for the treatment of pulmonary tuberculosis (TB). In our continual effort to improve patient access to Priftin®, Sanofi US is reducing the Public Health Service (PHS) 340(b) price of Priftin® to \$32.00 per 32 tablet blister pack to help meet the needs of indigent and low income patients served by PHS qualified entities. These entities obtain about 85% of the Priftin® sold per year.

Sanofi US recognizes the challenges being met by PHS qualified entities and has repeatedly decreased the price of Priftin® in order to help ensure that patients receive the quality treatment they need. Sanofi US has always offered a PHS 340(b) price substantially below wholesale cost and lowered that price in 2012 in response to TB Center and the Centers for Disease Control (CDC) requests for a lower price. In light of deepening cuts to TB Centers' budgets and recent TB community requests to further reduce the price of Priftin®, Sanofi US is making this life-saving medication available to the PHS community at a near philanthropic price.

In order to implement the new PHS 340(b) price responsibly, Sanofi US conducted extensive evaluations and analyses, including working with the National TB Controllers Association (NTCA) to administer a Priftin® Demand Questionnaire to TB Centers. The Demand Questionnaire assessed the impact of a price reduction on demand for Priftin® in order to ensure that an adequate supply of Priftin® can be produced. The Questionnaire results indicate that Sanofi US can produce enough Priftin® to meet potential increased demand, however, the current high rate of returns, which exceed 50% of the amount of Priftin® sold, must be reduced to avoid shortages. Sanofi US is asking TB centers and PHS customers to work with Sanofi US to monitor utilization and to avoid returns as much as possible. Sanofi US is collaborating with TB Centers, the NTCA, the CDC, and TB community groups to address barriers to use and ways to manage Priftin® supply. Our collaborative work is critical moving forward.

Sanofi US is also working to increase the shelf-life of Priftin® as an additional means to manage supply and demand. We are committed to improving patient access, physician training and supply management for Priftin®. Sanofi US has also collaborated with the CDC for over 15 years and we continue to work together to research and develop potential new uses for Priftin® and investigate ways to make administration of Priftin® more cost-effective. Sanofi has provided substantial donations to the CDC for TB studies and will continue to donate research funds in the coming years.

Sanofi US thanks those who provide TB treatments to indigent and low income patients. We believe the new PHS 340(b) price of \$32.00 per 32 tablet pack will help those efforts. Please keep in mind that it will take approximately two weeks for the price to be reduced in the appropriate distribution systems so you should see it become effective in January 2014.

If you have questions about this information or Priftin®, please contact Sanofi US Medical Information Services at 1-800-633-1610.