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Otsuka Pharmaceutical
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Open letter re: urgent need to reduce delamanid's pricing

11 October 2018

Dear Mr. Destito,

As treatment activists and representatives of communities affected by tuberculosis (TB), we acknowledge the importance of delamanid for the treatment of rifampicin-resistant tuberculosis (RR-TB), as well as the multiple barriers preventing its more widespread accessibility to those who need it. One important barrier is the cost of delamanid. Following up on your meeting with us in Amsterdam in August 2018, we request an update regarding Otsuka's plans to bring down the price of delamanid.

At the current price of US\$1,700 per six-month course in low- and middle-income countries, delamanid's cost is clearly incompatible with the target regimen price suggested by Médecins sans Frontières (MSF) of \$500.¹ Researchers suggest based on cost of goods that a still-profitable price for delamanid could be just \$16 per month;² delamanid's current cost is over 17 times that at \$283 per month.

Evidence of delamanid's safety, effectiveness, and suitability for use in children far outstrips that of many other RR-TB treatment alternatives. Yet our efforts to advocate for broader use of delamanid for those who need it are hampered by, among other factors, delamanid's high price. We recognize the vicious cycle of low demand and high prices in which delamanid is currently trapped, and ask Otsuka to do its part to break this cycle by committing to lower the price of delamanid in line with the MSF target regimen cost.

We look forward to your response, which can be directed to ayjpatrick@gmail.com.

Yvan Jean Patrick Agbassi and Carolina Morán Jara
Co-chairs, Global TB Community Advisory Board

on behalf of
the Global TB Community Advisory Board

¹ Médecins Sans Frontières. Developing countries hit with high price for important new tuberculosis drug. 24 February 2016. <http://www.msf.org/en/article/access-developing-countries-hit-high-price-important-new-tuberculosis-drug>.

² Gotham D, Fortunak J, Pozniak A, et al. Estimated generic prices for novel treatments for drug-resistant tuberculosis. *J Antimicrob Chemother.* 2017 Apr 1;72(4):1243-1252. doi: 10.1093/jac/dkw522.