

TO: Thomas P. Joyce, Jr., President and Chief Executive Officer
Daniel Raskas, Senior Vice President, Corporate Development
Danaher Corporate Office
2200 Pennsylvania Avenue, NW
Suite 800W Washington, DC 20037

CC: Warren Kocmond, Executive President
Philippe Jacon, President, Emerging Markets
Cepheid
904 Caribbean Drive
Sunnyvale, CA 94089

17 January 2017

Open letter re: Urging Danaher to continue Cepheid's important investments in tuberculosis product development

Dear Mr. Joyce and Mr. Raskas,

We congratulate Danaher for the acquisition of Cepheid. As a group of activists committed to improving the global response to tuberculosis (TB), we write today to urge you to prioritize the continued development of critical Cepheid products for TB, including GeneXpert MTB/RIF, Omni, Ultra, and the new cartridges that may be capable of detecting extensively drug-resistant TB (XDR).

Cepheid's investments in the TB field have been game changing, and have the potential to further improve the diagnosis and linkage to timely treatment of TB and drug-resistant TB. Since its introduction in 2010, GeneXpert MTB/RIF has greatly improved TB diagnosis through increased sensitivity and specificity over the previous standard of care (sputum smear microscopy), reducing human error, allowing for rapid detection of rifampicin resistance to guide appropriate treatment initiation, and diagnosing extrapulmonary TB in select non-sputum samples.

Even with the great advance of GeneXpert MTB/RIF, much more is needed. Over a third of TB cases still remain undetected; MTB/RIF introduction alone is not sufficient.^{1,2} While TB programs need to do much more to improve scale up of GeneXpert MTB/RIF and other new diagnostic tools and ensure linkage to treatment, there is also clearly a need for new tests suitable for point-of-care use (as Omni promises to be), that have sensitivity approaching that of culture (as Ultra may), and that detect mutations that confer resistance to more drugs to inform regimen selection (as the XDR cartridge in development could). We therefore urge you to prioritize the development of these important new tests, and continue to improve access to existing Cepheid products.

We would be happy to further discuss the importance of Cepheid's products for TB via phone or in person meeting. Before February 1, 2017, we kindly request you direct your response to Wim Vandeveld who can be reached by e-mail at wim@eatg.org.

Thank you in advance,
The Global TB Community Advisory Board (TB CAB)

¹ World Health Organization. Global tuberculosis report 2015. Geneva: World Health Organization; 2015. Available from: http://www.who.int/tb/publications/global_report/en/. (Accessed 12 September 26)

² Albert H, Nathavitharana RR, Isaacs C, Pai M, Denkinger CM, Boehme CC. Development, roll-out and impact of Xpert MTB/RIF for tuberculosis: what lessons have we learnt and how can we do better? *Eur Respir J*. 2016 Aug;48(2):516-25. doi: 10.1183/13993003.00543-2016. Epub 2016 Jul 13.