



2016 ANTIRETROVIRAL (ARV) CHAI REFERENCE PRICE LIST

What is the CHAI Reference Price List? How does it differ from CHAI ceiling prices?

Historically, CHAI has published negotiated ceiling prices from suppliers for key adult and pediatric ARVs, representing the maximum amount a country should pay. Starting in 2015, CHAI adopted a new approach to publishing prices as reference prices rather than ceiling prices. The new reference price approach provides a more relevant market comparison point for countries that is based on the significant progress made in improving procurement practices and achieving better prices for ARVs across countries, and was made in consultation with suppliers, Ministries of Health (MOHs), and global partners. Prices are Ex-Works (EXW) unless noted.

How can the CHAI Reference Price List be used?

The CHAI reference prices are those that the indicated manufacturers have committed to CHAI to offer the CHAI procurement consortium countries regardless of order volume. The prices are reflective of actual market prices across procurers rather than simply a maximum, as was the case with ceiling prices. This commitment is however non-binding. In certain cases, even more favorable prices may be possible with sufficient volume as indicated on the reference price comparison table. CHAI recommends that countries continue to make reference to the CHAI Reference Price List and the benchmark price comparisons (see page 2) in their tender documents to ensure best pricing.

Table 1: CHAI Reference Price List, 2016

Name and strength	Packaging	CHAI Reference Price, 2016 (USD), Per Year	CHAI Reference Price, 2016 (USD), Per Pack	Mylan	Cipla	Hetero	Aurobindo
Adult Products*							
3TC (150mg)	HDPE bottle 60 tablets	\$27.00	\$2.25	✓	✓	✓	✓
ABC (300mg)	HDPE bottle 60 tablets	\$138.00	\$11.50	✓	✓		
ATV/r (300/100mg)	HDPE bottle 30 tablets	\$192.00**	\$16.00**	✓			
AZT (300mg)	HDPE bottle 60 tablets	\$75.00	\$6.25	✓	✓	✓	✓
AZT/3TC (300/150mg)	HDPE bottle 60 tablets	\$79.20	\$6.60	✓		✓	
AZT/3TC/NVP (300/150/200mg)	HDPE bottle 60 tablets	\$98.40	\$8.20	✓	✓		
EFV (600mg)	HDPE bottle 30 tablets	\$40.80	\$3.40	✓	✓	✓	✓
LPV/r (200/50mg)	HDPE bottle 120 tablets	\$240.00	\$20.00	✓	✓	✓	✓
NVP (200mg)	HDPE bottle 60 tablets	\$30.00	\$2.50	✓	✓	✓	
RTV (100mg) heat stable	HDPE bottle 30 tablets	\$90.00	\$7.50	✓			
TDF (300mg)	HDPE bottle 30 tablets	\$36.00	\$3.00	✓	✓	✓	
TDF/3TC (300/300mg)	HDPE bottle 30 tablets	\$54.00	\$4.50	✓	✓	✓	
TDF/FTC (300/200mg)	HDPE bottle 30 tablets	\$60.00	\$5.00	✓	✓	✓	
TDF/3TC/EFV (300/300/600mg)	HDPE bottle 30 tablets	\$98.40	\$8.20	✓	✓	✓	✓
TDF/FTC/EFV (300/200/600mg)	HDPE bottle 30 tablets	\$102.00	\$8.50	✓		✓	✓
Pediatric Products***							
ABC/3TC (60/30mg) disp. scored	HDPE bottle 60 tablets	\$84.00	\$3.50	✓			
ABC/3TC (120/60mg) disp. scored	HDPE bottle 30 tablets	\$84.00	\$3.50	✓			
AZT/3TC (60/30mg) disp. scored	HDPE bottle 60 tablets	\$48.00	\$2.00	✓			
AZT/3TC/NVP (60/30/50mg) disp. scored	HDPE bottle 60 tablets	\$84.00	\$3.50	✓	✓		
LPV/r (40/10mg) oral pellets	HDPE bottle 120 capsules	\$230.40	\$19.20		✓		

*Please refer to the following [link](#) for pricing on DTG 50mg singles and TLE400

**Lower prices may be offered for higher volume orders. Please contact Carolyn Amole at camole@clintonhealthaccess.org for more details

***Pediatric per patient per year costs based on recommended daily dosing for a 10-13.9kg child, except for the LPV/r oral pellets which are based on dosing a 3-5.9kg child

Table 2: CHAI Reference Price Comparisons, 2016 (as of November 14, 2016):

The table below provides per pack or bottle prices for key adults and pediatric ARVs. Prices are Ex-Works (EXW) unless otherwise noted.

Product	Packaging	CHAI Reference Price, 2016 (USD)	SCMS E-Catalog Price (USD) ¹	MSF Price, July 2016 (USD) ²	Global Fund PPM Reference Price, July 2016 (USD) ³	2015-2018 RSA Tender Weighted Average Price (USD) ⁴	Kenya Tender Prices, awarded 2014 (USD) ⁵
Adult Products*							
3TC (150mg)	HDPE bottle 60 tablets ⁶	\$2.25	\$2.25	\$1.86	\$2.25	\$1.66	\$2.12
ABC (300mg)	HDPE bottle 60 tablets ⁶	\$11.50	\$9.80	n/a	\$11.00	\$10.20	\$11.14
ATV/r (300/100mg)	HDPE bottle 30 tablets	\$16.00**	\$20.00	\$17.49	\$16.50	n/a	\$18.50
AZT (300mg)	HDPE bottle 60 tablets ⁶	\$6.25	\$5.21	\$4.08	\$5.60	\$5.63	n/a
AZT/3TC (300/150mg)	HDPE bottle 60 tablets ⁶	\$6.60	\$5.97	\$6.00	\$6.40	\$7.04	\$6.65
AZT/3TC/NVP (300/150/200mg)	HDPE bottle 60 tablets	\$8.20	\$6.96	\$7.74	\$8.05	n/a	\$8.24
DTG (50mg)	HDPE bottle 30 tablets	n/a	n/a	n/a	\$4.00***	n/a	n/a
EFV (600mg)	HDPE bottle 30 tablets ⁶	\$3.40	\$2.94	\$1.65	\$3.20	\$3.37	\$3.25
LPV/r (200/50mg)	HDPE bottle 120 tablets ⁶	\$20.00	\$19.10	\$18.96	\$18.41	\$12.70	\$18.73
NVP (200mg)	HDPE bottle 60 tablets ⁶	\$2.50	\$2.02	\$1.98	\$2.20	\$2.35	\$2.21
RTV (100mg) heat-stable	HDPE bottle 30 tablets	\$7.50	n/a	\$3.42	n/a	n/a	n/a
TDF (300mg)	HDPE bottle 30 tablets ⁶	\$3.00	\$3.77	\$3.21	\$3.50	\$2.45	n/a
TDF/3TC (300/300mg)	HDPE bottle 30 tablets	\$4.50	\$3.43	\$3.75	\$4.25	n/a	\$4.49
TDF/FTC (300/200mg)	HDPE bottle 30 tablets ⁶	\$5.00	\$5.74	\$5.25	\$5.25	\$5.32	n/a
TDF/3TC/EFV (300/300/600mg)	HDPE bottle 30 tablets	\$8.20	\$7.96	\$8.76	\$7.99	n/a	\$10.50
TDF/FTC/EFV (300/200/600mg)	HDPE bottle 30 tablets ⁶	\$8.50	\$8.99	\$8.19	\$7.99	\$8.91	n/a
Pediatric Products							
ABC (60mg) disp.	HDPE bottle 60 tablets ⁶	n/a	\$6.20	\$4.02	\$3.80	\$5.13	n/a
ABC/3TC (60/30mg) disp. scored	HDPE bottle 60 tablets	\$3.50	\$3.51	\$4.50	\$4.25	n/a	\$3.16
ABC/3TC (120/60mg) disp. scored	HDPE bottle 30 tablets	\$3.50	n/a	n/a	\$3.50	n/a	n/a
AZT/3TC (60/30mg) disp. scored	HDPE bottle 60 tablets	\$2.00	\$1.86	\$1.92	\$1.90	n/a	\$2.03 ⁷
AZT/3TC/NVP (60/30/50mg) disp. scored	HDPE bottle 60 tablets	\$3.50	\$3.25	\$3.30	\$3.36	n/a	\$3.60
EFV (200mg) scored	HDPE bottle 90 tablets	n/a	\$9.30	\$9.27	\$9.30	n/a	n/a
LPV/r (40/10mg) oral pellets	HDPE bottle 120 capsules	\$19.20	n/a	\$19.20	\$19.20	n/a	n/a
LPV/r (80+20mg/ml)	HDPE bottle 5 x 60ml (300ml) ⁸	n/a	\$30.82	\$30.90	\$30.82	\$19.70	\$32.15
LPV/r (100/25mg)	HDPE bottle 120 tablets	n/a	\$9.94	\$11.88	\$10.00	n/a	n/a
RAL (100mg) chewable scored	HDPE bottle 60 tablets	n/a	n/a	\$36.00	n/a	n/a	n/a

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***The Global Fund's DTG pricing served as an indicative reference before any generic manufacturer received SRA approval; more refinement to the price is likely given Aurobindo's tentative US FDA approval

¹ SCMS e-catalog, accessed November 14, 2016. [Link](#)

² Médecins Sans Frontières (MSF), *Untangling the web of antiretroviral price reductions*, July 2016; prices shown converted to pack prices from unit prices. [Link](#)

³ Global Fund Pooled Procurement Mechanism Reference Pricing: ARVs, Ex-Works, July 2016. [Link](#)

⁴ Republic of South Africa 2015-2018 Tender; exchange rate at time of tender award 1 USD = 11.7 ZAR; effective USD prices since fell as the Rand depreciated; prices are on a **delivered basis and inclusive of 14% VAT**; average prices weighted by volumes allocated across suppliers

⁵ Kenya Tender Prices, awarded 2014. [Link](#)

⁶ RSA is 28 tablet bottle (vs. 30), 56 tablet bottle (vs. 60); 112 tablet bottle (vs. 120)

⁷ Assumes dispersible was procured based on indicated supplier, though not explicitly stated in tender document

⁸ RSA price provided for 60ml bottle. Multiplied by 5 to get 300ml estimate for comparability purposes