



2015 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 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, 2015

Name and strength	Packaging	CHAI Reference Price, 2015 (USD), Per Year	CHAI Reference Price, 2015 (USD), Per Pack	Mylan	Cipla	Hetero	Aurobindo
Adult Products							
3TC(150)	HDPE bottle 60 tablets	\$28.80	\$2.40	✓		✓	✓
ABC(300)	HDPE bottle 60 tablets	\$138.00	\$11.50	✓	✓		
ATV/r(300/100)	HDPE bottle 30 tablets	\$198.00*	\$16.50*	✓			
AZT(300)	HDPE bottle 60 tablets	\$75.00	\$6.25	✓	✓	✓	✓
AZT(300) + 3TC(150)	HDPE bottle 60 tablets	\$79.20	\$6.60	✓		✓	
AZT(300) + 3TC(150) + NVP(200)	HDPE bottle 60 tablets	\$98.40	\$8.20	✓	✓		
EFV(600)	HDPE bottle 30 tablets	\$45.60	\$3.80	✓	✓	✓	
LPV/r(200/50)	HDPE bottle 120 tablets	\$252.00	\$21.00	✓		✓	✓
NVP(200)	HDPE bottle 60 tablets	\$30.00	\$2.50	✓	✓	✓	
RTV(100) heat stable	HDPE bottle 30 tablets	\$90.00	\$7.50	✓			
TDF(300)	HDPE bottle 30 tablets	\$48.00	\$4.00	✓		✓	
TDF(300) + 3TC(300)	HDPE bottle 30 tablets	\$57.00	\$4.75	✓	✓	✓	
TDF(300) + FTC(200)	HDPE bottle 30 tablets	\$67.20	\$5.60	✓		✓	
TDF(300) + 3TC(300) + EFV(600)	HDPE bottle 30 tablets	\$110.40*	\$9.20*	✓			✓
TDF(300) + FTC(200) + EFV(600)	HDPE bottle 30 tablets	\$114.00	\$9.50	✓		✓	
Pediatric Products							
ABC(60)	HDPE bottle 60 tablets	\$124.80	\$5.20	✓			
ABC(60) + 3TC(30) disp	HDPE bottle 60 tablets	\$84.00	\$3.50	✓			
AZT(60) + 3TC(30) disp	HDPE bottle 60 tablets	\$48.00	\$2.00	✓	✓		
AZT(60) + 3TC(30) + NVP(50) disp	HDPE bottle 60 tablets	\$84.00	\$3.50	✓	✓		

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

Table 2: CHAI Reference Price Comparisons, 2015 (as of Nov 11, 2015): provides both CHAI Reference prices and prices from global procurers and select countries for the same products

Product	Packaging	CHAI Reference Price, 2015 (USD)	SCMS E-Catalog Price (USD) ¹	MSF, July 2014 (USD) ²	2014-2015 GPRM Weighted Average Price (USD) ³	2015-2018 RSA Tender Weighted Average Price (USD) ⁴	GF Pricing, October 2015 (USD) ⁵	Kenya Tender Prices, awarded 2014 (USD) ⁶
Adult Products								
3TC(150)	HDPE bottle 60 tablets ⁷	\$2.40	\$2.25	\$1.98	\$2.05	\$1.66	\$2.25	\$2.12
ABC(300)	HDPE bottle 60 tablets ⁷	\$11.50	\$11.21	n/a	\$12.99	\$10.20	\$11.70	\$11.14
ATV/(300/100)	HDPE bottle 30 tablets	\$16.50*	\$20.00	\$20.01	\$19.51	n/a	\$16.50	\$18.50
AZT(300)	HDPE bottle 60 tablets ⁷	\$6.25	\$5.33	\$5.64	\$5.74	\$5.63	\$5.60	n/a
AZT(300) + 3TC(150)	HDPE bottle 60 tablets ⁷	\$6.60	\$6.52	\$6.48	\$6.65	\$7.04	\$6.54	\$6.65
AZT(300) + 3TC(150) + NVP(200)	HDPE bottle 60 tablets	\$8.20	\$8.11	\$8.22	\$8.32	n/a	\$8.30	\$8.24
EFV(600)	HDPE bottle 30 tablets ⁷	\$3.80	\$3.19	\$3.09	\$3.33	\$3.37	\$3.20	\$3.25
LPV/(200/50)	HDPE bottle 120 tablets ⁷	\$21.00	\$19.36	\$20.04	\$22.04	\$12.70	\$18.41	\$18.73
NVP(200)	HDPE bottle 60 tablets ⁷	\$2.50	\$2.17	\$2.16	\$2.22	\$2.35	\$2.20	\$2.21
RTV(100) heat-stable	HDPE bottle 30 tablets	\$7.50	n/a	\$7.29	\$7.28	n/a	\$7.30	n/a
TDF(300)	HDPE bottle 30 tablets ⁷	\$4.00	\$3.77	\$2.13	\$4.36	\$2.45	\$3.60	n/a
TDF(300) + 3TC(300)	HDPE bottle 30 tablets	\$4.75	\$4.32	\$4.65	\$4.78	n/a	\$4.62	\$4.49
TDF(300) + FT C(200)	HDPE bottle 30 tablets ⁷	\$5.60	\$5.74	\$5.79	\$6.93	\$5.32	\$5.37	n/a
TDF(300) + 3TC(300) + EFV(600)	HDPE bottle 30 tablets	\$9.00**	\$9.10	\$11.16	\$10.48	n/a	\$8.99	\$10.50
TDF(300) + FT C(200) + EFV(600)	HDPE bottle 30 tablets ⁷	\$9.50	\$10.51	\$11.76	\$11.10	\$8.91	\$8.99	n/a
Pediatric Products								
ABC(60mg)	HDPE bottle 60 tablets ⁷	\$5.20	\$5.50	\$4.98	\$5.11	\$5.13	\$4.00	n/a
ABC(60) + 3TC(30) disp	HDPE bottle 60 tablets	\$3.50	\$5.00	\$6.00	\$5.61	n/a	\$3.50	\$3.16
AZT(60) + 3TC(30) disp	HDPE bottle 60 tablets	\$2.00	\$1.92	\$1.98	\$2.61	n/a	\$1.90	\$2.03 ⁸
AZT(60) + 3TC(30) + NVP(60) disp	HDPE bottle 60 tablets	\$3.50	\$3.50	\$3.60	\$3.63	n/a	\$3.60	\$3.60
EFV(200) scored tablets	HDPE bottle 90 tablets	n/a	\$9.30	\$9.27	\$9.30	n/a	\$9.30	n/a
LPV/(80+20 mg/ml)	HDPE bottle 5 x 60ml (300mL) ⁹	n/a	\$30.82	n/a	\$31.33	\$19.70	\$30.82	\$32.15
LPV/(100/25mg)	HDPE bottle 120 tablets	n/a	n/a	\$11.88	n/a	n/a	\$10.00	n/a

*Lower prices may be offered for higher volume orders. **Price offered for higher volume orders only; base price is \$9.20/package per Table 1. Please contact Carolyn Amole at camole@clintonhealthaccess.org for more details

¹ SCMS e-catalog, accessed November 10, 2015, <http://scms.pfscm.org/scms/catalog/avus>

² Médecins Sans Frontières (MSF), *Unraveling the web of antiretroviral price reductions*, 2014; prices shown converted to pack prices from unit prices

³ 2014-2015 orders in WHO Global Price Reporting Mechanism, accessed November 10, 2015, <http://www.who.int/hiv/lands/gprm/en/>; prices shown converted to pack prices from unit prices and weighted by order volume

⁴ Republic of South Africa 2015-2018 Tender: 1 USD = 11.7 ZAR; prices are on a delivered basis and inclusive of 14% VAT; average prices weighted by volumes allocated across suppliers

⁵ Global Fund Pricing, Ex-Works, October, 2015

⁶ Kenya Tender Prices, awarded 2014

⁷ RSA is 28 tablet bottle (vs. 30), 56 tablet bottle (vs. 60), 112 tablet bottle (vs. 120)

⁸ Assumes dispensable was procured based on indicated supplier, though not explicitly stated in tender document

⁹ RSA price provided for 60ml bottle. Multiplied by 5 to get 300ml estimate for comparability purposes