

Bologna, Friday, 04 April 2003

Franz B. Humer, Chairman and CEO
F. Hoffmann-La Roche Ltd
Group Headquarters
Grenzacherstrasse 124
CH-4070 Basel
Switzerland

cc: Mr. David Reddy,
Head of HIV products
F. Hoffmann-La Roche Ltd
Group Headquarters
Grenzacherstrasse 124
CH-4070 Basel
Switzerland

Cc: Eugenio Mariani
Medical Director
Roche Italy
V.le G.B. Stucchi 110
20052 Monza (MI)

Dear Mr. Humer:

As service providers and advocates for people with HIV and AIDS we are writing to you to protest the extraordinarily high announced price of \$20,000 (€ 18.905) per year for Roche's new drug, T-20, or Fuzeon.

As you know, Fuzeon® (enfuvirtide) is won marketing approval for sale in the United States on March 13, and is the most significant breakthrough in AIDS treatment in nearly a decade and offers new hope to many patients with HIV who have not responded as well to existing AIDS therapies. On March 21 the CPMP has given its positive opinion to introduce Fuzeon® in the European Market. Although the European price has not been yet decided the firsts information we have seen suggesting that the price will be very close to that charged in the United States. To date there's no reason to believe that your company will make a better price outside the United States.

Because the drug will need to be used in conjunction with existing antiretroviral medications, the cost of a Fuzeon®-containing regimen will be between \$30,000 and \$36,000 (€28.357-33.083) in the United States. This exorbitant price will make Fuzeon® the most costly AIDS drug currently available, more than doubling the costs of other already expensive AIDS medications. In addition to being out of the price range for most AIDS patients, Even some European Health systems may restrict access to Fuzeon® being the price charged by your company out of their range. Some of them have already raised concerns about the possibility to provide the drug to all those in need.

In addition, it has come to our attention that \$3.5 million of NIH funding at Duke University was used in the initial stages of development for this drug. We question why American taxpayers will be charged at this level for a medication developed with taxpayer funding.

As organizations that care and advocate for HIV/AIDS patients, we eagerly await the approval of this new medicine. It will make the difference between life and death for many. However, Fuzeon® will only be able to benefit people if they are able to access it.

We urge you to reduce the price of this amazing drug so that the people we represent will be able to benefit from it.

Sincerely,

Contact Information:

Italian Community Advisory Board
Via Drapperie 7
40124, Bologna, Italy
Tel +39 051 26 16 76
Fax +39 1782216136
Mobile +39 0349 7861390]
Email: i.cab@libero.it

Organizational Signs-on

**A.S.V.A Associazione Solidarietà
Volontariato AIDS
ALA Milano Onlus
Archè Milano**

**Arcigay nazionale
Arcigay nazionale Siena ONLUS
Arcilesbica Bologna
ASA Associazione Solidarietà AIDS
Milano**

**CARITAS Ambrosiana
Centro Aurora contro l'Aids pediatrico
CGIL Nazionale Settore Nuovi Diritti
Circolo Culturale Arcigay " Il Cassero"
Coop. Soc. Pensieri e Colori
Cooperativa Sociale La Collina, Pavia
Coordinamento Nazionale RSU
GAY.IT
Gruppo Propositivo Beta 2 di Cremona
IDA, Iniziativa Donna AIDS
Italian Community Advisory Board
Lega Italiana lotta all'AIDS Bologna
Lega Italiana lotta all'AIDS Como
Lega Italiana lotta all'AIDS Federazione
Nazionale**

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Vincenzo Cristiano
Fabio Sangalli
Massimo Gianotti
Paolo Ferigo, Responsabile Salute
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Lina Crisopulli

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	Mauro Guarinieri, Vice Presidente
	Simone Marcotullio, Segretario
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Comunità di San Patrignano	Antonio Boschini
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Vita Associativa	Vince Puggioni
<u>Individual Signs-on</u>	
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Alessandra Viganò MD	Responsabile Struttura Infettivologia Pediatrica Ospedale L.Sacco
Andrea Cossarizza MD	Università di Modena e Reggio Emilia, Chair of Immunology
Andrea Paolini	
Antonio Chiari	
Barbara Zanini	Centro Aurora contro l'Aids pediatrico
Bruna Manetti	
Corrado Valvo	
Damonti Enrico	
Diego Serrano MD	MD Spallanzani
Fabrizio Magani	
Federica Valli	
Federico Sassoli	Arcigay Il Cassero Bologna
Francesca Pispisa	Medici senza frontiere
Giancarlo Condoleo	LILA Lazio
Gianni Italia	
Gilberto Ortega	
Giovanni Bianchi	
Giuseppe Ardizzo	
Guido Castelli MD	Ospedale Bambin Gesù
Isabella Balena	
Lital Hollander	

Lucia Palmisano MD

Italian HIV/AIDS Clinical Research Program,
Istituto Superiore di Sanità

Luigi Caputo

Luigi Lingelli

Marco Floridia MD

Mariolina Testa

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Medici senza frontiere

Istituto Superiore di Sanità

Mauro Guarinieri

European AIDS Treatment Group

Michele Griffa

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Pierangelo Bucci

Sergio Lo Giudice

Presidente Nazionale Arcigay

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