



AIDS Activist Report Card Pharmaceutical Companies September 2009

Drug Development Committee

ATAC's annual rating of drug company policies and practices

Tibotec Therapeutics

<i>Grading Categories</i>	<i>Grade</i>
<p>Drug Development Portfolio and Plan— <i>Develops innovative treatments, designs safe and effective clinical trials.</i></p> <p>Tibotec currently has drugs in the pipeline for HIV, hepatitis C, and tuberculosis. Responding to FDA requests for more data in women and people of color due to under enrollment in its FDA approval trials, Tibotec conducted a large, innovative study that achieved greater enrollment diversity in gender, race, and age than any previous HIV trial.</p>	B+
<p>Access to Drugs— <i>Ensures the earliest and broadest possible access of its HIV drugs.</i></p> <p>Tibotec has both a patient assistance and a co-pay program, and it prominently displays information about these programs on its product web pages. Tibotec has provided HIV drugs for clinical research outside of the company and recently provided free cancer drugs for a trial in Africa.</p>	B
<p>Pricing— <i>Prices its products responsibly.</i></p> <p>Tibotec has priced its drugs somewhat lower or equivalent to those from respective classes. It has consented to price-freeze agreements, and its price increases have not exceeded average rates for all HIV drugs. Tibotec meets regularly with the Fair Pricing Coalition and has honored its commitments on restrained pricing.</p>	B
<p>Community Relations— <i>Engages the HIV community on trial design, company conduct and marketing efforts.</i></p> <p>Tibotec has sought extensive consultation with HIV treatment activist community members on drug development issues. The company has not always followed the community's advice, but its representatives have generally communicated the reasoning behind their decisions.</p>	B+
<p>Marketing Practices— <i>Engages in marketing practices that are ethical and honest.</i></p> <p>Tibotec's advertising and marketing practices have been fair and balanced, though an FDA warning letter was issued in 2009 concerning incomplete information in a search engine advertisement for Prezista.</p>	B-
<p>Average Grade:</p>	B
<p><i>Suggestions for Improvement:</i></p> <p>Tibotec needs to cover 100% of out-of-pocket costs in its co-pay program and disclose the number of patients served in its patient assistance program.</p>	