

To: [REDACTED] [REDACTED] [REDACTED]@roche.com]; [REDACTED] [REDACTED] [REDACTED] [REDACTED] [REDACTED]
Cc: [REDACTED] [REDACTED] [REDACTED] [REDACTED] [REDACTED] [REDACTED] [REDACTED]@roche.com]; [REDACTED]
From: [REDACTED] [REDACTED]@roche.com]
Sent: Wed 8/26/2020 1:35:00 PM
Subject: RE: Roche Supply - Follow-up
Received: Wed 8/26/2020 1:35:00 PM

Dear [REDACTED]

Thank you very much for your reply. We appreciate your consideration for our situation and understand very well the challenge your company faces worldwide.

As discussed before, according to our analyses the offered amount will not fulfill the demand that we are certain to expect (which is [REDACTED]). Today already we run into trouble as one of our valued labs, [REDACTED] is not able to deliver us the testcapacity for which they stand ready, as the total allocated material for The Netherlands is far from enough from the current demand for testing on Covid-19. Therefore, we need to stress the fact that the need expressed earlier [REDACTED] includes the demand from the medical (non-Covid) diagnostics. We do not want this demand to be pushed away by Covid-testing. [REDACTED]
 [REDACTED]

We would therefore like to continue our conversation to explore if we could bridge the gap between our request and your current order. We discussed with our minister and he is most willing to have a phone call with your CEO, should this be helpful to come to an agreement on a final number. If you could do [REDACTED] in October (instead of [REDACTED] and [REDACTED] in January, we could have a deal today.

Warmest regards,

[REDACTED]
 [REDACTED]

[REDACTED]
 [REDACTED]

[REDACTED] @minvws.nl
 [REDACTED]

Secretariaat:

[REDACTED]
 [REDACTED]

Van: [REDACTED] <[REDACTED]@roche.com>

Verzonden: dinsdag 25 augustus 2020 17:58

Aan: [REDACTED] <[REDACTED]>; [REDACTED] <[REDACTED]@minvws.nl>

CC: [REDACTED] <[REDACTED]@roche.com>; [REDACTED] <[REDACTED]@roche.com>; [REDACTED]
 <[REDACTED]@roche.com>

Onderwerp: Roche Supply - Follow-up

Dear [REDACTED] and [REDACTED]

Thanks again for the opportunity to connect with you last week regarding product supply for the Netherlands which is vitally important to all of us. I have thought deeply about a solution recognizing that there is indeed a massive shortage of high quality molecular tests and achieving great scale takes precious time. With that in mind, we can do the following;

October 2020 - increase to [REDACTED] tests/day representing a 150% increase from today
 January 2021 - increase to [REDACTED] tests/day
 April 2021 - increase to [REDACTED] tests/day
 June 2021 - increase to [REDACTED] tests/day

I trust you recognize that there are lots of individual items that need to come together to meet these targets and also ask for your patience as we work to scale.

As always, I am happy to further discuss but this is the best I can offer right now.

With best regards,

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5.1.2e

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