



Options for Celltrion and GSK procurement

Monoclonal antibodies treatments

1. FWC with mutually binding commitment

- **Contracting parties' commitment**
- commit to purchasing a minimum quantity
- pay transportation cost for orders <2800vials
- **Celltrion commitment**
- bound to supply a fixed quantity of vials in the next 8 - 9 months
- transportation cost included in price for orders >2800vials
- delivery time 30 days

2. FWC with mutually non-binding commitment

Contracting parties:

- provide reasonable 9-month forecasts by month and by country

- forecast to be updated monthly

- place purchase orders on a monthly basis, based on forecasts

- *If order accepted, then bound to purchase*

- Transportation cost to be paid by CA if order < 2800 vials

Celltrion

- not bound to accept the purchase orders

- *If order accepted, then bound to deliver*
 - *Delivery time in 1-2 months*

- Transportation cost included in price if order > 2800 vials

3. Bilateral purchases

Contracting parties and Celltrion agree quantities and conditions on a bilateral basis.

-> *JP procedure to be cancelled*

- *13 countries do not participate*
- *11 countries did not respond*
- *1 country needs more information*
- *11 countries participate*

Current estimation: 216.620 vials (May-December)

Initial offer: 1.8mil vials

Estimated quantity of vials	Total (May-Dec)
2250 vials per month	18000
800 vials per month	6400
40	40
100.000	100.000
10.000	10.000
180	180
15.000	15.000
60.000	60.000
6.000	6.000
1.000	1.000

Overall: amount of vials available is much higher than indicated needs

Opinions from countries needed on...

To decide:

1. Contract with binding commitment ?
2. FWC with non-binding commitment is preferred
3. Interested countries go for bi-lateral agreements – EC to make the link / ask for letter of commitment from Celltrion

Interested countries to inform EC by Fri 12 March - lunchtime

GSK – procurement of VIR 7831

- Needs assessment showed that needs is much lower than what GSK can provide – 600k- 700k vials in 2021

Estimated quantity of treatment courses	Total May-December
100.000	100.000
20.000 only if non-binding	20.000 NB
10.000 if non-binding (5000 if binding)	10.000 NB/ 5.000 B
750 treatment courses/ month	6.000
1.000	1.000
100-200 treatments	100-200
60	60

- Needs assessment

- 12 countries do not participate
- 10 countries did not respond
- 2 countries need more information
- 12 countries participate (7 sent their needs)

Current estimation: maximum 137.260 treatments (May-December)

Question to countries: go for JP or bilateral contracts?

Interested countries to inform EC by Fri 12 March - lunchtime

