

FAQ: MERCK PRICING COMMITMENTS FOR FULLY SELF-FINANCING COUNTRIES

October 2016

Commitment made by Merck

- Merck is extending its Gavi prices for GARDASIL® [Human Papillomavirus Quadrivalent (Types 6, 11, 16, and 18) Vaccine, Recombinant] and RotaTeq® (Rotavirus Vaccine, Live, Oral, Pentavalent) through 2025 (the Term) to countries which are transitioning or who have fully transitioned from Gavi-support.
 - GARDASIL US\$ 4.50 / dose
 - RotaTeq US\$ 3.50 / dose
- The commitment allows certain countries who transition from Gavi support to continue to pay the same discounted price for GARDASIL and RotaTeq vaccines through 2025.
- Merck will work with individual countries to ensure a customized approach to other program needs, as appropriate, to support access to our vaccines.

1. What is the Merck pricing commitment for accelerated transition and fully self-financing countries?

For GARDASIL, the commitment applies through 2025 to the following countries, as follows:

Country situation	Does the commitment apply?	Timeframe of commitment	Comments or specific points to note
Gavi countries with GNI per capita ≤ US\$3,200 In 2013 (World Bank) ¹ that wish to introduce GARDASIL or to continue an existing HPV vaccination program.	Yes	Through 2025	Applies only to: Countries in Gavi's accelerated transition or fully self-financing phases. In order to be eligible for Merck's commitment, UNICEF / PAHO procurement is required.
Gavi countries with a GNI per capita > US\$3,200 that meet Gavi's Exceptional Opportunity ² criteria in 2016, for introduction by end 2017 ³	Yes	Through 2025	Applies only to: Countries in Gavi's accelerated transition or fully self-financing phases. In order to be eligible for Merck's commitment, UNICEF / PAHO procurement from HPV program initiation is required.

¹ GNI per capita of ≤ US\$3,200 (World Bank, 2013, Atlas method). Any country whose GNI per capita subsequently exceeds this US\$3,200 threshold during the Term shall remain eligible for the term of this offer. Any country whose GNI per capita exceeded the US\$3,200 threshold in 2013 and subsequently falls below the threshold during the Term shall become eligible for this offer.

² Exceptional opportunity from Gavi in 2016 for transitioning countries that entered the accelerated transition phase before the application window for HPV support was opened.

³ Angola, Armenia, Azerbaijan, Cuba, Georgia, Guyana, Indonesia, Mongolia, Sri Lanka, Timor-Leste, Ukraine

For RotaTeq, the commitment applies through 2025 to the following countries, as follows:

Country situation	Does the commitment apply?	Timeframe of commitment	Comments or specific points to note
Gavi countries with GNI per capita \leq US\$3,200 in 2013 (World Bank) ⁴ that wish to introduce RotaTeq or continue an existing rotavirus vaccination program.	Yes	Through 2025	Applies only to: Countries in Gavi's accelerated transition or fully self-financing phases. In order to be eligible for Merck's commitment, UNICEF / PAHO procurement is required.

The Merck pricing commitment applies for purchase by national or sub-national governments for use in publically-sponsored vaccination programs in the country. Purchase by non-governmental organizations does not qualify for this offer.

2. For which specific vaccines and product presentations does the commitment apply?

- The commitment applies to Merck's GARDASIL, and RotaTeq, both of which are currently supported by Gavi.
- Only product presentations available to Gavi countries will be included in the offer.
- This offer does not apply to GARDASIL[®]9 (Human Papillomavirus 9-valent Vaccine, Recombinant).

3. Over what timeframe does the commitment apply?

- The commitment is valid through 2025.
- Countries that access the Gavi price through this commitment remain eligible for the Term.

4. What do you mean by the "Gavi price"?

- The following Gavi prices will apply for the term of the commitment:
 - i. US\$4.50/dose for GARDASIL
 - ii. US\$3.50/dose for RotaTeq
- The price per dose does not include shipping / procurement fees, levies, taxes or insurance. These costs will need to be borne by countries.

5. Through what procurement mechanism(s) must countries purchase the vaccine?

- Countries must procure through UNICEF or PAHO following its standard terms and conditions of purchase.
 - PAHO member states should contact the PAHO Revolving Fund for more information.

⁴ GNI per capita of \leq US\$3,200 (World Bank, 2013, Atlas method). Any country whose GNI per capita subsequently exceeds this US\$3,200 threshold during the Term shall remain eligible for the term of this offer. Any country whose GNI per capita exceeded the US\$3,200 threshold in 2013 and subsequently falls below the threshold during the Term shall become eligible for this offer.

- 6. If a country started their HPV or rotavirus vaccination program with a competitor's product, can they access this offer from Merck?**
- Eligible countries that previously introduced using a different manufacturer's product and wish to switch to a Merck product may do so.
- 7. How did Merck arrive at the US\$ 3,200 threshold for this offer?**
- This threshold allows Merck to reach the majority of Gavi countries that are eligible for this offer in a way that does not create inequity with non-Gavi LMICs who are not eligible for this Gavi price offer.
- 8. What should I do if I have questions?**
- For additional inquiries, please contact Merck at brendan_cooley@merck.com.

This FAQ sheet was updated by Merck & Co., Inc, October 2016