

Mylan is one of the world's leading generics and specialty pharmaceutical companies, providing products to customers in more than 150 countries and territories. We are committed to setting new standards in health care. Working together around the world to provide 7 billion people access to high quality medicine, we innovate to satisfy unmet needs; make reliability and service excellence a habit; do what's right, not what's easy; and impact the future through passionate global leadership. Through its Mylan Laboratories Limited (formerly Matrix Laboratories) subsidiary, Mylan is one of the world's largest producers of API used to manufacture generic ARV therapies for the treatment of HIV/AIDS, and also offers finished dosage formulations, including adult and pediatric therapies. Today, approximately one out of three people in the developing world being treated for HIV/AIDS depend on a Mylan ARV product.

**Note:** ARVs protected under specific patents in certain countries are not offered for sale by Mylan in those countries and are for sale only in developing countries.

#### **Mylan**

1500 Corporate Drive  
Canonsburg, Pa. 15317  
United States of America

Telephone: 724.514.1800

Email: [communications@mylan.com](mailto:communications@mylan.com)

#### **Mylan Laboratories Limited**

Plot No. 564-A-22  
Road No. 92, Jubilee Hills  
Hyderabad 500 034 India

Telephone: 91.40.3086.6666

Email: [arvind.kanda@mylan.in](mailto:arvind.kanda@mylan.in)



Access = Hope

[Mylan.com](http://Mylan.com)

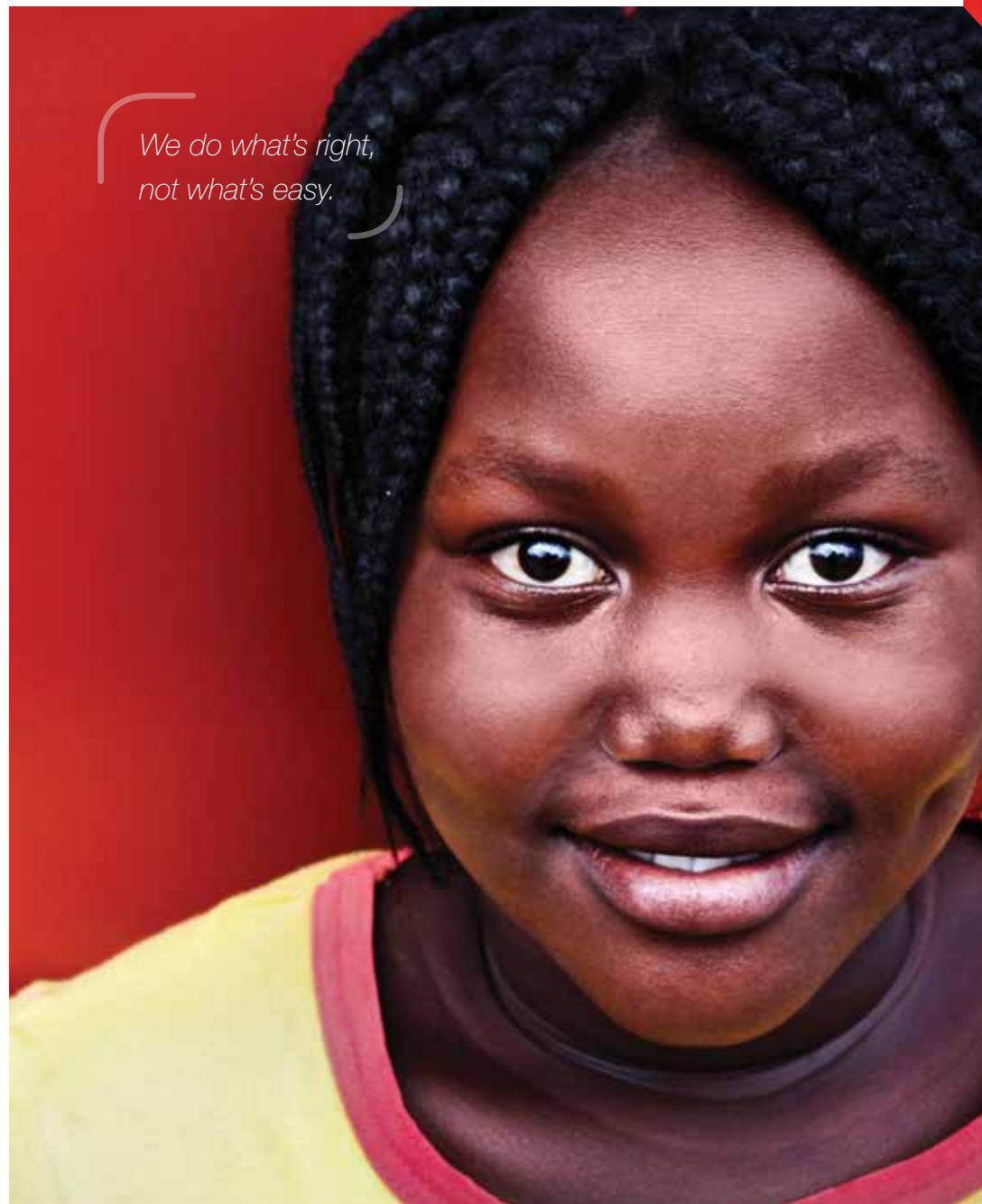
References: 1. Internal Data 2. Source: UNAIDS  
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 **Mylan®**  
Seeing  
is believing

**Creating positive change.** Committed to setting new standards in health care for people living with HIV/AIDS.

 **Mylan®**  
Seeing  
is believing

*We do what's right,  
not what's easy.*





*We believe it's time for  
a new approach – one  
where we do for access  
what we already have  
done for affordability.*

## Dear concerned citizen,

For more than half a century, Mylan has enhanced access to high quality medicine.

In 2003, that commitment led us to begin delivering hope to people living with HIV/AIDS. Initially, we focused on driving down the high costs of antiretroviral, or ARV, medications. Our scientists innovated. Affordability improved. Access expanded.

Encouraged, we kept innovating and introduced novel heat-stable generic formulations, more convenient packaging options, pediatric therapies and strong partnerships with other organizations that are taking action to fight HIV/AIDS around the world. Access to affordable medicines expanded further. Today, approximately two out of five people in the developing world who are being treated for HIV/AIDS depend on a Mylan product.<sup>1</sup>

But there's still so much to do.

Of the more than 34 million people currently infected with HIV, approximately 13 million need treatment, yet only about 8 million receive it.<sup>2</sup> The primary barrier standing between patients and treatment today is not the cost of drugs – it is inadequate access to them.

Further, recent research has demonstrated that “treatment is prevention.” It also has shown that early treatment can reduce significantly the transmission of HIV, preserve the health of those infected and improve their quality of life, and decrease the incidence of tuberculosis, a leading cause of death for people living with HIV/AIDS. So we believe it's time for a new approach – one where we do for access what we already have done for affordability.

As a company dedicated to providing passionate global leadership to change the world for the better, you can count on Mylan to continue innovating to break down all remaining access barriers. The result will not only help get ARVs quickly to where they are needed, that same platform can be used to distribute other life-saving therapies, such as those for malaria and other infectious diseases.

We hope you find this brochure enlightening. It puts real faces on a treatable illness and explains why setting new standards in health care is our company's calling.

But don't take our word for it. See for yourself. See inside...

Sincerely,

**Heather Bresch**  
CEO  
Mylan

**Rajiv Malik**  
President  
Mylan

## Mylan's mission

At Mylan, we are committed to setting new standards in health care. Working together around the world to *provide 7 billion people access to high quality medicine*, we innovate to satisfy unmet needs; make reliability and service excellence a habit; do what's right, not what's easy, and impact the future through passionate global leadership.



## Mylan's values

### Service

We understand that “it’s not about us” – it’s about helping others – and we believe there’s no situation we can’t handle. We would do whatever it takes, work ‘round the clock, cross any river and spare no effort – all to meet someone’s need. We wrap our high quality products in high quality service.

### Innovation

We are unconventional, visionary and bold. We “connect the dots” others overlook. We see possibilities and bring them to life. We love to challenge the status quo and introduce new and better ways to help people everywhere enjoy a higher quality of life. Having the courage to be a force for constructive change is in our DNA.

### Teamwork

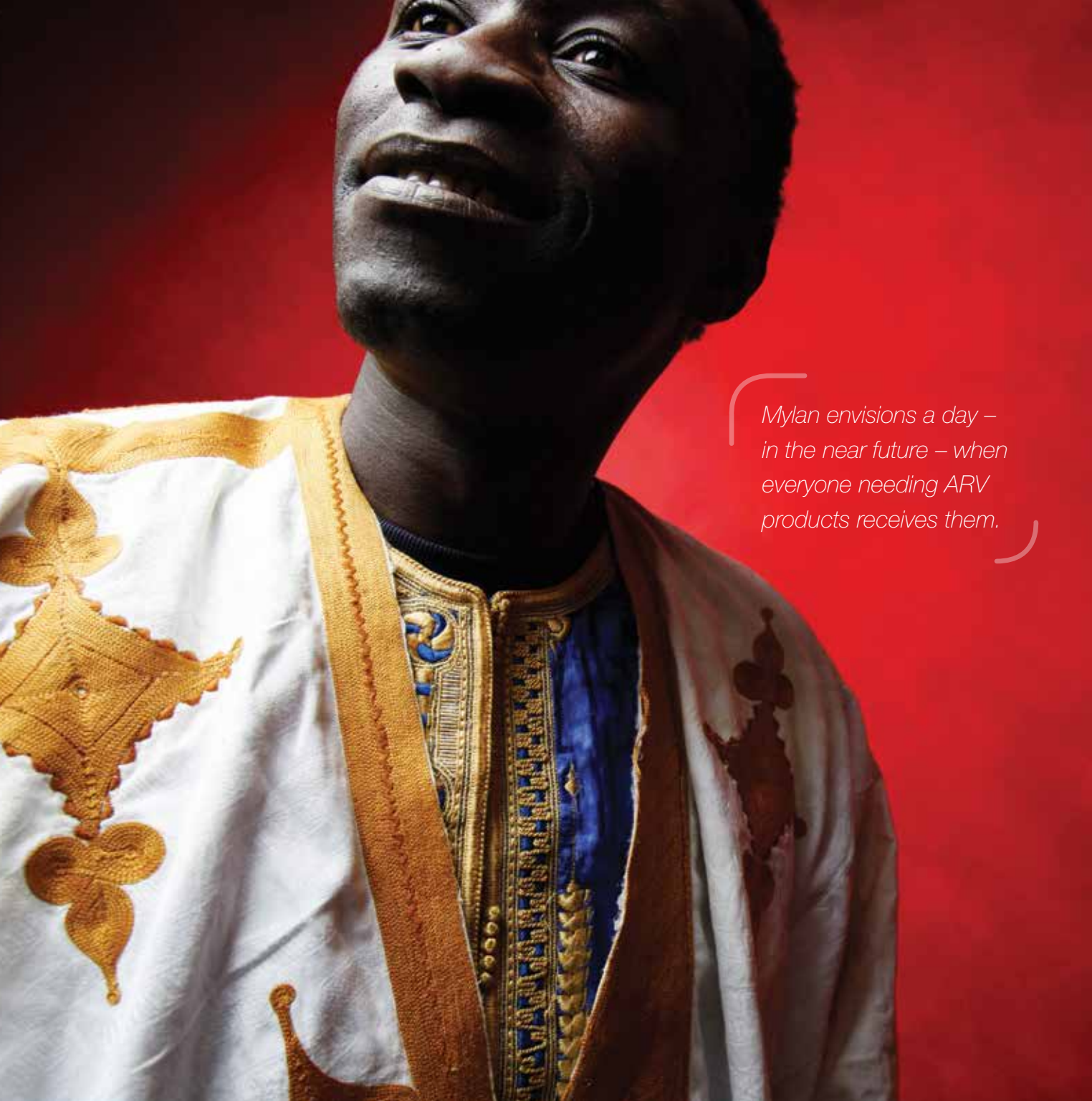
Together, we can run faster, reach higher and achieve more than any one of us can alone. We relish opportunities to collaborate because it’s invigorating, enlightening and powerful. When we join forces and plow through boundaries, we move mountains.

### Integrity

Doing what’s right is sacred to us. We behave responsibly, even when nobody’s looking. We set high standards from which we never back down. This uncompromising ethical stance helps to keep our products pure, our workers safe and the environment clean.

### Reliability

Dependable. Reliable. Call it what you will, we’ve made it a habit. We strive to be there through thick and thin, rain or shine, delivering on every promise, every time. That’s why people around the corner and across the world count on Mylan.



*Mylan envisions a day –  
in the near future – when  
everyone needing ARV  
products receives them.*

## Global epidemic

Since 1981, the human immunodeficiency virus, or HIV, has caused an estimated 25 million deaths around the globe and devastated countless lives and communities.

Today, AIDS, the acquired immune deficiency syndrome caused by HIV, continues to be a major global health priority, as AIDS-related illnesses remain one of the world's leading causes of death. And while the latest data suggest that the percentage of adults living with HIV has stabilized, unacceptably high levels of new HIV infections and AIDS deaths persist: Every day, nearly 6,900 people become infected and nearly 4,700 lose their lives.<sup>2</sup>

Of the more than 34 million people currently infected with HIV, approximately 13 million need treatment, but only about 8 million receive it<sup>2</sup> – a heartbreaking statistic given the number of effective and affordable ARV treatments now available.

Addressing the disease is difficult because the majority of those infected with HIV do not know it. In addition, most of those affected live in developing countries, where access to proper medical care and pharmaceuticals is limited.

And while recent research has shown conclusively that “treatment is prevention,” most of the health care systems, programs and funding practices in place today have not yet fully evolved to leverage this significant insight.

Consistent with its value of *service*, Mylan has pledged to address these challenges. The company envisions a day – in the near future – when everyone needing ARV products receives them, and it is on a mission now to eliminate all remaining barriers to access.

Mylan means  
**service**

*Mylan's innovations have driven down the cost of second-line therapy from \$15,000 per patient per year to approximately \$350.*



## Delivering hope

Since 2003, Mylan Laboratories Limited (formerly Matrix Laboratories), a Mylan subsidiary, has been providing reliable supplies of ARV active pharmaceutical ingredients (API) to generic drug makers. In 2007, the company began offering finished dosage forms and launched a line of pediatric ARVs. Today, Mylan is widely respected for the quality, dependability and affordability of its ARV franchise.

The franchise's genesis was a chance encounter between a former Mylan executive and an African government advisor tasked with securing burial sites to accommodate the bodies of those dying from HIV/AIDS. Moved by the advisor's story, the compassionate executive rallied Mylan's team in India to produce a generic ARV product that people in the developing world could afford.

The team helped drive down the annual cost of first-line ARV therapy several-fold, to approximately \$70. They also lowered considerably the annual cost of second-line ARVs, which people use if and when they develop resistance to initially prescribed treatments, from \$15,000 to approximately \$350.

Mylan also has introduced a number of ARV innovations in developing countries to help ensure access to its products, for instance, producing single blister "combo" packs, which reduce the number of pills to be taken and provide once-a-day dosage.

In addition, Mylan has developed novel heat-stable ARVs. Such products can be distributed and used in warm climates where refrigeration infrastructure is not widely available.

Moreover, Mylan has been a global leader in producing formulations for pediatric use.

Thanks to these *innovations* alone, Mylan in 2012 offered 43 ARV drugs and served 3.5 million patients in 110 countries.<sup>1</sup> Today, the company's products are helping nearly two out of five people receiving treatment today for HIV/AIDS in the developing world.<sup>1</sup>

Mylan means  
innovation



*In addition to getting ARVs where they're needed quickly, a streamlined platform can deliver therapies for malaria and other infectious diseases.*

## Powerful partnerships

Mylan's progress in combating HIV/AIDS also reflects its powerful partnerships with a wide variety of external organizations that share its humanitarian goals.

Many of these organizations, such as the Clinton Health Access Initiative, or CHAI, focus in part on securing affordable supplies of ARVs – and have found in Mylan a tremendous ally. The company also is a member of the Global Business Coalition on HIV/AIDS, Tuberculosis and Malaria (GBC) – the preeminent organization leading the business community's fight against the disease and associated workplace discrimination. Mylan also has licensing arrangements with Bristol Myers Squibb, Gilead Sciences, Merck and ViiV, allowing it to produce and market generic versions of many of their ARV therapies.

Moreover, as a corporation with a proven track record for exemplary supply-chain management, Mylan has insights that can help inform the global community's efforts to improve access.

That means partnering to find ways to better leverage the unique and valuable contributions of the chain's numerous participants, which include an intricate network of governments, funding agencies, health authorities, distributors, commercial interests, medical clinics, drug manufacturers – and consumers.

So Mylan is intensifying its efforts to examine the chain through their eyes. Then, it will *collaborate closely* with them and apply its considerable organizational capabilities to finding ways to achieve shared goals.

The benefits of a streamlined chain would be substantial. In addition to getting ARVs where they're needed quickly, that same platform can deliver therapies for malaria and other infectious diseases. Mylan's commitment to this outcome demonstrates that its aim is to go far beyond merely producing generic pharmaceuticals, and instead to continue addressing unmet needs and ensure access to medicine.

Mylan means  
teamwork

*Mylan has a long and unwavering dedication to supporting philanthropic causes, from the orphan drugs it manufactures for very small populations, to its ARV franchise, which serves millions.*

## Setting new standards

Mylan is a global pharmaceutical company committed to setting new standards in health care. The company was founded in 1961, and is headquartered in the U.S.

Working together around the world to provide 7 billion people access to high quality medicine, Mylan innovates to satisfy unmet needs; makes reliability and service a habit; does what's right, not what's easy, and impacts the future through passionate global leadership.

Mylan offers a growing portfolio of more than 1,100 generic pharmaceuticals and several brand medications. Mylan also operates one of the largest API manufacturers and currently markets products in approximately 140 countries and territories.

The company's reputation for *integrity* has helped it achieve and sustain strong positions in many established generics markets and is helping it build share in several emerging pharmaceutical markets. Its commercial activities are supported by a vertically integrated global technical operations platform. Mylan uses the platform to manage the production process from end to end, to offer medicine people can trust.

Mylan also has a long and unwavering dedication to supporting philanthropic causes, from the orphan drugs it manufactures for very small populations, to its ARV franchise, which serves millions. The company also is honored to sponsor events that raise awareness and funds for worthy causes. A great example: Mylan World Team Tennis's Smash Hits competition, which supports a number of charities, such as the Elton John AIDS Foundation.

Mylan's workforce of more than 20,000 people is dedicated to improving the customer experience and increasing pharmaceutical access to consumers around the world. Because at Mylan, anything less isn't good enough.

Mylan means  
integrity



## The highest standards of quality

Since its inception more than 50 years ago, when the company's co-founder declared, "We do it right or we don't do it at all," Mylan has upheld the highest standards of quality.

Regardless of where its facilities are located, for instance, the company's products meet such standards.

Customers appreciate this commitment to quality. Among Mylan's many satisfied customers are U.S. retail pharmacists. In a recent survey of them done by J.D. Power and Associates, a global market research firm, Mylan received industry-leading accolades for product quality and supply *reliability*.

Mylan's commitment to quality is echoed in the many approvals received for its facilities in India, which produce the company's ARVs, from the following stringent regulatory authorities:

- Food and Drug Administration (U.S.),
- World Health Organization (Switzerland),
- Medicines and Healthcare Products Regulatory Agency (U.K.),
- Medicines Control Council (South Africa),
- Therapeutic Goods Administration (Australia) and
- many other regulatory authorities in Africa and Asia.

## About Mylan

- Mylan is vertically integrated, ensuring security and consistency of supply,
- Mylan is the world's second largest API manufacturer in terms of drug master files,
- Mylan has a global manufacturing capacity of more than 45 billion doses,
- Mylan offers expertise in high-potency API, biocatalysis, fermentation and synthetic chemistry and
- Mylan employs an experienced team of organic and analytical chemists, pharmacists and chemical engineers.

Mylan means  
reliability