



# AIDS Activist Report Card Pharmaceutical Companies September 2009

Drug Development Committee

## *ATAC's annual rating of drug company policies and practices*

<b>Abbott Laboratories</b>	
Grading Categories	<i>Grade</i>
<p><b>Drug Development Portfolio and Plan–</b> <i>Develops innovative treatments, designs safe and effective clinical trials.</i></p> <p>Abbott has no HIV drugs in development other than a reformulated, heat-stable version of Norvir (ritonavir). The company has three hepatitis C compounds in early development.</p>	<b>D–</b>
<p><b>Access to Drugs–</b> <i>Ensures the earliest and broadest possible access of its HIV drugs.</i></p> <p>Abbott has a patient assistance program and a co-pay assistance program, though the co-pay program currently excludes Norvir.</p>	<b>D</b>
<p><b>Pricing–</b> <i>Prices its products responsibly.</i></p> <p>Abbott has still not rescinded a 400% price increase on Norvir that came in 2003. Though the company's Kaletra (lopinavir/ritonavir) is the lowest-priced HIV protease inhibitor, critics charged that keeping a low price for Kaletra (which contains Norvir) while raising the price of Norvir--which all other competing protease inhibitors depend upon--was intended to spur sales of Kaletra.</p>	<b>F</b>
<p><b>Community Relations–</b> <i>Engages the HIV community on trial design, company conduct and marketing efforts.</i></p> <p>Abbott's community relations efforts with HIV treatment activists have been predominantly focused on marketing concerns and not on gaining input on trial design issues. ATAC has officially refused to meet with Abbott until the price of Norvir is reduced.</p>	<b>F</b>
<p><b>Marketing Practices–</b> <i>Engages in marketing practices that are ethical and honest.</i></p> <p>Abbott was cited by the FDA for misleading marketing materials regarding the Norvir price increase.</p>	<b>F</b>
<b>Average Grade</b>	<b>F</b>
<p><b>Suggestions for improvement.</b></p> <p>Abbott needs to reduce the cost of Norvir to the pre-2003 price and collaborate with other HIV companies to coformulate Norvir at optimum doses with other protease inhibitors. The company should also provide free Norvir for all studies by the ACTG and other HIV clinical trials networks. The HIV treatment activist community would like Abbott to cover 100% of co-pays for both of its drugs.</p>	