



March 13<sup>th</sup>, 2021

Dear David,

This is in acknowledgement to your letter dated 25 February 2021, which was building on your previous letters to us.

Regarding price, we have previously explained that your cost assumptions are inaccurate. We continue to be proud to offer compassionate prices to LMICs through our HBDC program.

In 2020, we delivered millions of Xpert SARS Cov-2 tests in more than 100 LMICs, a large part of it in collaboration with the Diagnostics Consortium. Actually, in the same year, 2020, we delivered more Xpert MTB and virology tests than in any previous year. Finally, for 2020, our new Xpert MTB XDR test, for the detection of multi-resistance in TB was successfully reviewed by WHO, and a quick communication in support of it was issued on February 17<sup>th</sup>, 2021.

Additionally, since Ebola re-emerged in Africa a few weeks ago, we have been contacted by a number of global health stakeholders — including your closely associated colleagues of MSF — requesting supply of Xpert Ebola cartridges. We were pleased to be able to immediately offer available cartridges, while working with all stakeholders to prepare for the coming months with new manufacturing.

High quality, innovation, support and responsiveness, this is Cepheid's approach to molecular diagnostics. Thank you for your continued interest.

Sincerely,

A handwritten signature in blue ink, appearing to read "P. Jacon".

**Philippe Jacon**  
*SVP, Global Access*  
**Cepheid**