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Mr.
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Boehringer Ingelheim GmbH
Pharma Marketing & Sales
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30 April 2008

Dear Mr. Weinstein,

Thank you for your letter sent to Dr. A. Banchi on March 11. We share your concerns about the difficulties that people living with HIV face in trying to secure the antiretroviral medications that they need. **Boehringer Ingelheim** is committed to ensuring that patients who need **Aptivus[®]** (tipranavir) capsules and **Viramune[®]** (nevirapine) tablets and oral suspension have access to the medications.

Keeping patient needs in mind, we have approached price increases responsibly. In fact, **Boehringer Ingelheim's** approach is fundamentally different from other antiretroviral manufacturers. **VIRAMUNE** is and continues to be the lowest cost NNRTI, even in light of recent product approvals. On a daily cost basis, **VIRAMUNE** tablets are currently 19.4% less expensive than **Sustiva[®]** (efavirenz) and 61.9% less expensive than **Intelence[®]** (etravirine). Price increases for **VIRAMUNE** have been limited to once a year.

Three years passed before a price increase was considered for **APTIVUS** (since accelerated approval in June 2005). **Boehringer Ingelheim** is offering an additional 12-month price freeze to state AIDS Drugs Assistance Programs (ADAPS) effective May 1, 2008. We also currently offer supplemental rebates to state ADAPS.

Boehringer Ingelheim is committed to assisting patients through several philanthropic contributions. In May 2007, **BI** amended its policy of voluntary licenses for generic nevirapine producers worldwide. Generic manufacturers that are approved by the World Health Organization (WHO) are now issued short, non-assert declarations and will not be required to pay license fees or other charges. As a result, **Boehringer Ingelheim** will no longer enforce nevirapine patents in developing countries.

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We have also reduced the price of VIRAMUNE in low-income and middle-income countries, including Russia and Mexico. This will bring the per patient price of VIRAMUNE to 60 cents a day in 78 low-income countries and \$1.20 a day in 67 middle-income countries. Furthermore, as of March 31, 2008, 166 programs in 59 countries have been approved to receive VIRAMUNE through the VIRAMUNE Donation Program (VDP), with the distribution of more than 1.3 million doses..

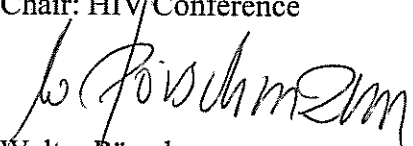
Lastly, the Boehringer Ingelheim Cares Foundation Patient Assistance Program (BI PAP) provides free medications to eligible patients in financial need who are without prescription drug coverage. The BI PAP also offers assistance to Medicare beneficiaries in financial need. Patients should call 800-556-8317 or visit www.RxHope.com for information about the BI PAP. Information is also available at <http://us.boehringer-ingelheim.com>.

We appreciate your insight and value the opinions of the AHF. We want to keep the lines of communication open with you and your organization, so please continue to contact us in the future if you have any additional questions or concerns.

Please visit www.aptivus.com and www.viramune.com for Full Prescribing Information, including Boxed Warnings.

Kind regards,

Boehringer Ingelheim GmbH
CD PM Americas
Chair: HIV Conference



Walter Pörschmann

CD Communication
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Dr. Michael Rabbow