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JUDICIARY

February 5, 2014

John C. Martin, PhD.
Chairman and Chief Executive Officer
Gilead
333 Lakeside Drive
Foster City, CA 94404

Dear Dr. Martin:

I understand that Gilead has been in negotiations with the New York State Department of Health (NYSDOH) regarding bulk pricing of its antiretroviral drugs (ARVs) for HIV, which would facilitate the state's visionary plan to end AIDS statewide by 2020. As a State Senator whose district has one of the state's highest concentrations of people living with HIV, I greatly appreciate the company's willingness to come to the table. I urge Gilead to provide the substantial price concessions which the State is requesting in order to make it possible to treat every HIV-positive New Yorker successfully with ARVs, and to significantly broaden access to and uptake of vitally needed chemoprophylaxis interventions such as PEP and PrEP.

As you know from NYSDOH, of the 156,287 New Yorkers estimated to be living with HIV in 2010, 82% were living with diagnosed HIV infection; 54% received any HIV care during the year; 47% received continuous care during the year; and only 37% were successfully controlling their viral load. While the NYS Plan to End AIDS will address the many factors that account for this treatment cascade, reducing the cost of ARVs enough to double the number of people on therapy and triple the number experiencing viral suppression is critical to the plan's success. It would also significantly increase Gilead's market size.



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Certainly I expect other pharmaceutical companies that manufacture ARVs to offer the state the same discount. However, I am looking to Gilead, as the market leader, to pave the way in providing the price concessions necessary to make the NYS Plan to End AIDS possible.

I appreciate your consideration of my request and would welcome the opportunity to discuss it with you. I can be reached at (212) 633-8052.

Sincerely,

A handwritten signature in black ink that reads "Brad Hoylman". The signature is written in a cursive, flowing style with a long horizontal stroke at the end.

Brad Hoylman
New York State Senator
27th District

cc: NYS Health Commissioner Nirav R. Shah, M.D., M.P.H.
NYS AIDS Institute Director Daniel O'Connell