



Pan American Health Organization

Regional Office of the
World Health Organization

Results of the subregional price negotiations in Latin America and the Caribbean

In Latin America and the Caribbean, the subregional negotiations for broadening access to antiretrovirals began in the Caribbean (June 2002). Central America followed (January 2003) and then, 10 Latin American countries ¹(June 2003).

Some of the advantages of the subregional negotiations are: success in obtaining uniform regional prices, with a significant discount over those obtained up to that point by the countries individually; support for countries with less negotiating capacity; closer cooperation among countries; and the optimization of technical cooperation.

The principal achievements were:

- 1) In the Caribbean: a reduction in the price of the first-line triple therapy regimen to the price offered to Sub-Saharan Africa, around US\$ 1,100.
- 2) In Central America: a 55% reduction, on average, in the price of the first-line triple therapy regimen.
- 3) In the 10 Latin American countries: a 30-92% reduction in the price of the first-line therapy, considering brand-name and generic drugs.

The companies that manufacture antiretrovirals and reagents in several countries participated in the negotiations, which were conducted by the countries' ministries of health and the subregional cooperation agencies (CARICOM, SICA, and ORAS), with technical support from the Pan American Health Organization (PAHO) and other institutions.

¹ Peru, Bolivia, Colombia, Ecuador, Venezuela, Chile, Argentina, Mexico, Paraguay, and Uruguay