

Lockington, Elliott (SPAC/PSPC)

From: Jeevan Singh <jeevan@numed.io>
Sent: July 31, 2020 3:55 PM
To: Kurt Young; Sharon Joy
Cc: BD BD; Kusnick, Chelsea (SPAC/PSPC)
Subject: Re: FW: Remdesivir (Generic)

Merci Alain, moving you to BCC.

Hi Kurt & Sharon,

Great to e-meet you. I have access to Remdesivir and other drugs in shortage. My supply is ready to go but due to licensing constraints, I need input from you guys to figure out how to structure the deal and import it.

look forward to hearing from you.

cheers

Jeevan

On July 31, 2020 at 3:43 PM Alain Dorion <Alain.Dorion@tpsgc-pwgsc.gc.ca> wrote:

Kurt, Sharon

I think that you are looking at Remdesivir.

See below email from Numed. M. Singh is in cc.

Thank you

Alain Dorion

Director General / Directeur général

Public Services and Procurement Canada

Services publics et Approvisionnement Canada

Alain.dorion@tpsgc-pwgsc.gc.ca

Telephone/Téléphone 613-790-0974

From: Jeevan Singh [mailto:jeevan@numed.io]
Sent: July 28, 2020 1:16 PM
To: Alain Dorion <Alain.Dorion@tpsgc-pwgsc.gc.ca>
Cc: Chelsea Kusnick <Chelsea.Kusnick@canada.ca>; BD BD <bd@numed.io>
Subject: RE: Remdesivir (Generic)
Importance: High

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Hi Alain,

Remdesivir has officially been approved by Health Canada for use in treating critical COVID-19 patients. Obviously Gilead's supply is sold out for the next 3 months and even after that we will have a hard time getting supplied from them.

My suppliers are ready to go but we need some help. If procurement Canada can get a clearance letter from Gilead that frees you from purchasing supply from other Gilead's licensed manufacturers then we can start importing Remdesivir almost immediately. This should be very simple to get. If you need my input on that I am happy to help.

I have also solved our local licensing issues, I am negotiating with a few local pharma companies to help with importation and distribution.

This situation is quite urgent as an actual matter of life and death. I would really appreciate a prompt response on the matter. I am looping in the minister's office in case we need their support.

Please let me know how to proceed further?

Cheers

Jeevan

On July 18, 2020 at 9:33 PM Jeevan Singh <jeevan@numed.io> wrote:

Hi Alain

We had a chat with all the remdesivir providers in Bangladesh and India, here is a summary of what we need

The producers in Bangladesh like Beximco are all sold out and unless we add something to their business they are not willing to sell. The going rate for Beximco Remdesivir is \$85 vs \$320 for Gilead. Other manufacturers are priced higher but come under the baseline set by Gilead so we have a lot of room to make a crazy offer. They would also need assurances that if they get sued by Gilead than the government of Canada will deal with that. That should be easy given how the COVID-19 response act is set up.

We also had a chat with Hetero, Jubilant, and Cipla. Gilead licensed manufacturers of India. They have manufacturing and distribution agreements for 127 countries, Canada is not on that list. These manufacturers need a PO and negotiate with Gilead to add Canada to their distribution list. If they fail to make a deal with Gilead, the government of Canada needs to step in and force Gilead to

do it or concurrently. The Indian manufacturers will not move unless their licensing with Gilead is sorted out due to their long-standing business partnerships with them. Supply is also an issue here due to skyrocketing global demand but can be solved. I had my office in India coordinate with the PM office in India and they will grant us permission to export.

The third solution is to buy drugs from distributors in the 127 countries instead of the manufacturer. This solution presents its own set of challenges. I rather not do it if we can avoid it. However, we can explore this as a last resort option.

In a nutshell, Gilead needs to sell us the product in the amounts that we require. If they cannot we need to force them to let us buy from other people. The Health Canada process for a drug in shortage is straightforward, so we can do that easily. Let's please be proactive here due to the nature of the global demand.

Please advise on how to move forward or do we wait for health Canada approval? Looping in the ministers office because we may need their support.

PS: I have secured supply for all the 32 medications on the Tier-3 shortage list. Solving the licensing problem right now, will communicate following that.

Cheers

J

On July 15, 2020 at 3:57 PM Jeevan Singh <jeevan@numed.io> wrote:

haha no worries.

Remdesivir developed by Gilead is a Covid-19 treatment drug that has shown to reduce mortality rates by 62% and reduces hospital stays. You can read their data presentation here: <https://www.gilead.com/news-and-press/press-room/press->

[releases/2020/7/gilead-presents-additional-data-on-investigational-antiviral-remdesivir-for-the-treatment-of-covid-19](#)

USA has bought the global supply from Gilead for the next 4 months and possible extension. The way its going Gilead supply is going to be locked for a year between USA, Japan and some European countries. Gilead is allowing manufacturers to make generic versions where it can't meet supply. Most of those suppliers are in India and we can't get a pencil out of India if it writes covid data. Bangladesh is different due to the world trade organization exception for least developed countries.

Canada is currently conducting an expedited review process on the drug. However, if we want to get access then we most likely need a deal in principle done prior to approvals.

Hope this helps

cheers

J

On July 15, 2020 at 3:30 PM Alain Dorion
<Alain.Dorion@tpsgc-pwgsc.gc.ca> wrote:

Maybe a stupid question but what is Remdesivir?

From: Jeevan Singh [<mailto:jeevan@numed.io>]
Sent: July 15, 2020 3:18 PM
To: Alain Dorion <Alain.Dorion@tpsgc-pwgsc.gc.ca>
Cc: BD BD <bd@numed.io>
Subject: Remdesivir (Generic)

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Hi Alain,

I was in touch with the minister's office, they told me that they are interested in remdesivir and I should coordinate with you.

We have access to the generic version of the drug from Beximco Pharma under the LDC trade exception granted by WTO to Bangladesh pharma companies. Beximco manufacturing facilities are Health Canada approved. We are engaging with Beximco directly but should that approach fail, we will bring in Biocare, a Philippines based company that has a tie-up Beximco to market that drug. Should that fail, then we have other options as well.

In a nutshell, we will need some support from you in terms of buying volume so we can be put in a better position to lock up that supply. We would also need some ongoing support on an as-needed basis. I am also coordinating with Health Canada re. approval process.

I am looping in Vikas, he is the current country head (Germany) for Alkem a multi-billion dollar pharma company. He will be doing me a personal favor and guiding me throughout the entire procurement process.

The supplies are obviously very limited as global cases keep mounting so we need to act proactively and fast. Please let me know what you think and how we can best approach this.

Best Regards,

Jeevan Singh

Email: Jeevan@numed.io

Direct: +1 (613) 8944819



PS: I'll put together the gloves proposal shortly.
Already sent the manufacturer a note.

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