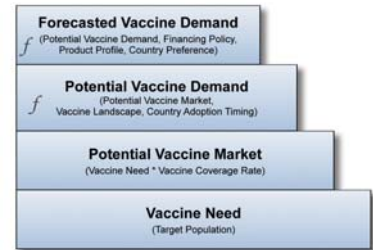


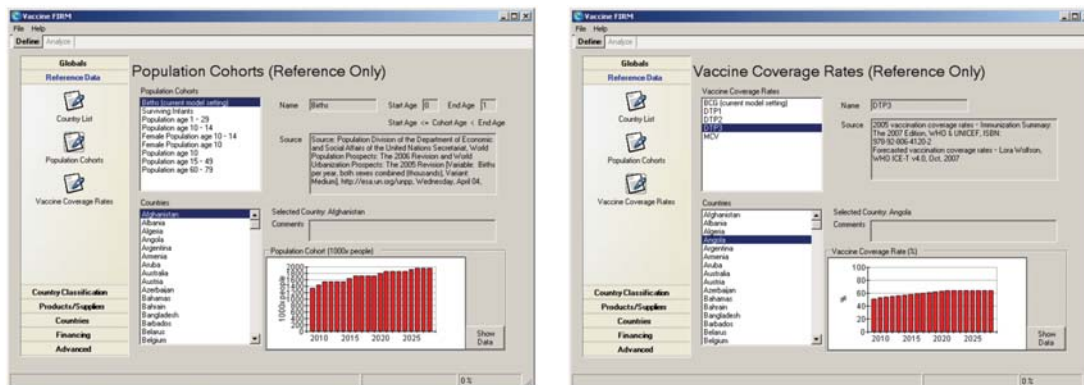
Understanding the financial implications and risk of developing new global vaccines requires far more than determining need and calculating potential market size. The Cennium Vaccine Financial Implications & Risk Model (Vaccine FIRM™), developed by Applied Strategies, is a new generation business model that goes beyond traditional demand forecasting to analyze the financial uncertainties and risks of developing and launching vaccines into global markets.

By incorporating the timing of each prospective product's availability and each country's anticipated adoption pattern, Vaccine FIRM provides a forecast of the potential vaccine demand – the demand given no supply or financing constraints. By also including anticipated vaccine supply scenarios, global financing terms, and country vaccine preferences, Vaccine FIRM generates a forecast of vaccine supply and demand over time.

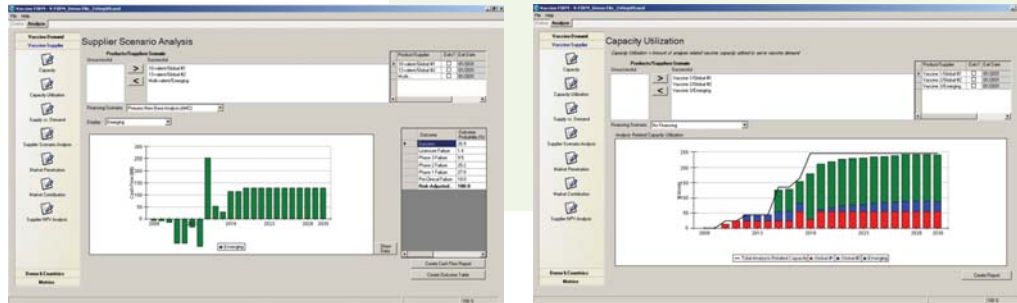


### Vaccine Financial Implications & Risk Model (Vaccine FIRM)

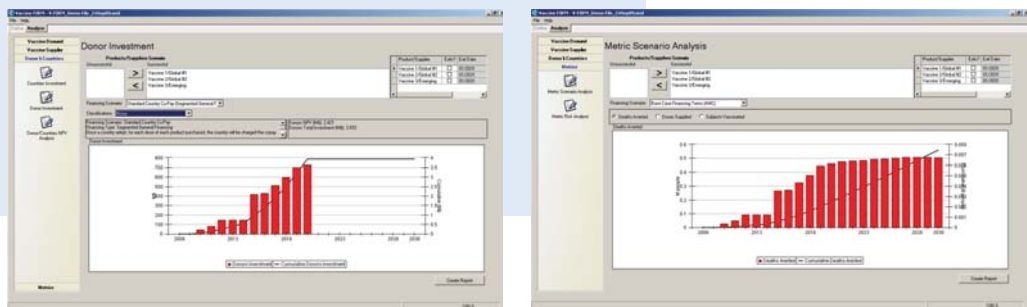
Vaccine FIRM is an extremely flexible and data-rich forecasting tool that creates demand and health impact forecasts, along with donor and supplier return-on-investment analyses for any type of vaccine. Analyses can be conducted by country, by region, or on a global basis. Vaccine FIRM contains a comprehensive set of reference data, including country level target population, cohort data, and standard vaccine coverage rate data, enabling potential vaccine market size forecasts for 196 countries.



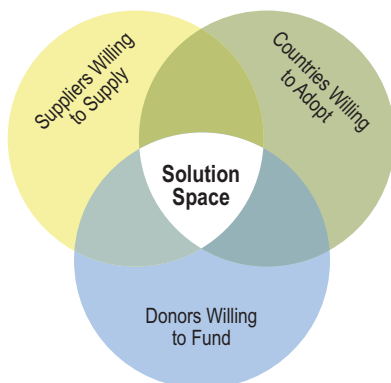
Leveraging a highly transparent and intuitive user interface, Vaccine FIRM guides the user through a complete analysis. The user defines the competitive environment, vaccine market price forecast, donor funding terms, and country product preferences and willingness to pay. In addition, the user defines supplier-specific assumptions such as product development and capacity plans, along with manufacturing capital and cost of goods. From these assumptions, supply and demand forecasts and supplier-specific, risk-adjusted NPV analyses can be conducted.



**Vaccine FIRM helps a supplier** understand the financial implications of choosing to supply specific markets and provides insight on how the organization's product will perform based on country product preferences and willingness to pay.



**Vaccine FIRM helps donors** understand their potential financial obligations given specified financing policy terms and the return on their investment in terms of total subjects vaccinated or deaths or cases averted.



**With Vaccine FIRM, suppliers and donors** can also gain insight into the vaccination program cost to countries regarding alternative pricing and financing scenarios. Understanding the financial and return-on-investment implications of any vaccine program from the supplier, donor, and country perspectives enables users to develop scenarios that create a win-win-win solution for all the key constituents.

**System requirements include:**

- Processor: Intel Core processor or higher
- RAM: 2 GB or higher
- Hard Drive: 3 GB of free space or higher
- Operating System: Windows XP
- Software: Microsoft Office XP™ Enterprise