



European-American
Business Council

September 29, 2010

Mr. Matthias Sonn
Minister & Head of the Economic Department
Embassy of the Federal Republic of Germany
Washington DC

Dear Matthias:

The European American Business Council and our life science member company executives were grateful for the opportunity to share with you and Ms. Marion Knappe the commercial concerns of bio-pharmaceutical stakeholders in Germany. We appreciated hearing your insights, and hope that similar substantive conversations may occur with frequency as AMNOG is crafted and debated in the German Parliament in the days ahead.

As mentioned during our meeting, the bio-pharmaceutical industry is a major employer in Germany. The ~90,000 bio-pharmaceutical employees in Germany are highly-educated, well-compensated individuals working in this life-saving, research-intensive industry. The innovative bio-pharmaceutical industry believes that it can add key insights and experience in Germany's health care reform review, and is eager to formally engage in discussions with a wide range of German government officials. There is a critical need now, during the current legislative process, to include the industry's valuable perspective on balancing the need for reform with the best interests of various stakeholders such as patients, doctors, hospitals and researchers.

As proven by recent reforms in the United States, the industry has demonstrated its willingness to work with governments to support fiscal discipline - in a manner that continues to value innovation in disease prevention and patient treatment. We hope that you and the German Ambassador can assist in forging a new way forward in the relationship between the bio-pharmaceutical industry and the German government. We seek a formal, well-structured and on-going dialogue to discuss how best to balance costs and the need for continuous innovation.

As always, we thank you for your willingness to engage with the business community on issues of concern. We thank you and Marion again for your time and consideration, and look forward to working with you as this and other business issues require intelligent evaluation.

Sincerely yours,

Michael C. Maibach
President & CEO
European American Business Council



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***Updated
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