



3 May 2023

Dear Heads of Department and Society/Association Chairpersons,

## **THE LEGACY AND FUTURE OF ULTANE® IN SOUTH AFRICA**

ULTANE® was registered in South Africa on the 27<sup>th</sup> of March 1996 and what a journey it has been in the 27 years since then. AbbVie looks forward to continuing this journey with you in the years to come.

At the center of everything we do at AbbVie, are the patients who benefit from our brands, and it is with our patients in mind, that a few changes have become necessary.

As from May 2023, ULTANE® will become a non-promoted brand. What this means, in short, is that we will continue all services\* related to Ultane®, but the following will unfortunately change to allow AbbVie to continue our commitment to patient care.

AbbVie will not have a sales force promoting the brand and we will not be able to commit to any sponsorships. This is a decision that was reached with great difficulty, but after careful and thorough consideration, it was unfortunately inevitable. Please be assured that all written sponsorship commitments that were in place on 30 April 2023, will be honored. Further to this, we ask that the many years of AbbVie commitment to Anaesthesia in the form of sponsorships and support, is not forgotten.

The introduction of sevoflurane truly revolutionized general anaesthesia and it is no surprise that globally, there have been more than a Billion patient exposures to ULTANE®, which is testament to the versatility of the brand. In South Africa, more than ½ a million procedures<sup>1</sup> are performed with ULTANE® annually, indicative of trust that you have in ULTANE®.

Over and above the quality of the brand, AbbVie has continuously invested in the field of anaesthesia over the 27 years that ULTANE® has been available in this country, truly signifying the company's commitment to patient care and HCP support.

## **AS MENTIONED ABOVE, THE SERVICES RELATED TO ULTANE® REMAIN UNCHANGED**

### **\*VAPORISER SUPPLY AND MAINTENANCE**

AbbVie proudly supplies and maintains more than a 1,300<sup>2</sup> vaporisers in private hospitals, regardless of anaesthetic machine make / model. AbbVie vaporisers are calibrated aligned to manufacturer specifications and we replace faulty vaporisers within 24-hours allowing theatre cases to continue uninterrupted<sup>3</sup>.

### **\*PRICE STABILITY**

In the last 13 years, AbbVie has taken single exit price adjustment on only 1 occasion, despite the devaluation of South African Rand and the challenging economic environment.

### **\*SUPPLY**

In the 27 years since launch, ULTANE® has never been out of stock and all efforts to continue this, remain in place and on track.

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<sup>1</sup> IQVIA report 28 February 2023

<sup>2</sup> Data on File. AbbVie, South Africa. Asset report 31 March 2023

<sup>3</sup> Data on File. AbbVie, South Africa. Syncromed Technology Extension of Service Level Agreement, 1 January 2019

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**\*EDUCATION**

In-hospital training of anaesthetic staff is a critical aspect of AbbVie's service offering and will continue.

**\*COMMITMENT TO THE ENVIRONMENT**

It is well-documented that sevoflurane has the lowest environmental impact compared to other volatile agents<sup>4,5</sup>. AbbVie has further demonstrated this commitment with the QuikFil™ technology, which decreases exposure to hospital staff via the closed system as well contracting a waste removal company to ensure empty bottles of ULTANE® are discarded appropriately.

Going forward, for any queries related to ULTANE®, please contact.

**UNA STEENKAMP**  
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Should you have any questions regarding the information that is shared above, please do reach out to me. We thank you for your understanding and continuing to give your patients the benefits of ULTANE®.

Yours sincerely,

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<sup>4</sup> Yasny JS, White J. Environmental Implications of Anesthetic Gases. Anesth Prog 2012;59(4):154-158.

<sup>5</sup> Ryan SM, Nielsen CJ. Global Warming Potential of Inhaled Anesthetics: Application to Clinical Use. Anesth Analg 2010; 111:92.