

August 2009

**Re: Cerus Pandemic Influenza Preparedness Statement**

Dear Valued Customer,

As part of national pandemic flu preparedness plans, we understand that blood transfusion services and legislators are charged with maintaining the safety and availability of the blood supply, which is critical to maintaining the overall healthcare infrastructure during a crisis. The risk of increased donor deferral and reduced donor availability in the event of pandemic influenza has been clearly documented by the United Kingdom, Belgium, Germany, Denmark, France and other countries in their national dialogues on pandemic preparedness planning.

With the upcoming season for influenza in the Northern hemisphere and the recent WHO declaration of a global pandemic for H1N1, several blood centers have contacted us to confirm commitments for uninterrupted supply of INTERCEPT kits during the coming influenza season. We would like to take this opportunity to reassure you that Cerus is fully committed to supporting our customers during this critical time. Like you, we are continuously evaluating the H1N1 situation, and our plan is to:

- **Actively monitor the recommendations of national and global health organizations** (e.g. WHO) to ensure our plans remain in accord with ongoing pandemic condition updates.
- **Assess our manufacturing and distribution capacities** to maintain critical processes and adequate levels of critical components necessary for manufacturing of finished INTERCEPT kits.
- **Continually monitor our supply chain**, including suppliers, manufacturing, distribution, customer service, and human resources, to be prepared to implement plans that may be needed to allow us to continue providing products to our customers.
- **Advise our customers on the need for increased inventories** that will allow them to respond more immediately during this emergency.
- **Actively communicate with governments** to understand and meet their needs to provide critical medical supplies under pandemic conditions.

In the event of a donor deferral crisis that prompts a surge in INTERCEPT adoption, priority of supply will continue to be given to existing customers, for whom our supply chain is currently scaled.

We understand the particular susceptibility of platelet components to a donor availability crisis, as a result of their limited shelf life, and anticipate there could be an increased demand for implementation of INTERCEPT during the flu season. While Cerus has been able to respond rapidly in the past to small-scale epidemics, as was the case during the Chikungunya virus outbreak in La Reunion in 2006/07, the magnitude and geographic scope of the H1N1 pandemic indicate that more substantial proportions of the international blood supply could be at risk. Due to the lead time necessary to scale up INTERCEPT production to accommodate a significant near term increase in demand, we are advising that potential new customers contact their local Cerus representative to jointly determine the appropriate path forward. Commitments received now will allow us the best opportunity to appropriately scale our supply chain and provide both new and existing customers with the same efficient and timely service.

With kind regards,

*Cerus Europe BV*