

**From:** [REDACTED] [JRDNL] <[REDACTED]@its.jnj.com>  
**Sent:** 25 September 2020 17:11  
**To:** [REDACTED] (SJ); [REDACTED] (SG-RECOVER)  
**Cc:** [REDACTED], [REDACTED]; [JACDE]; [REDACTED]  
[JPPBE]; [REDACTED] [JRDNL]; [REDACTED] [JPPBE]  
**Subject:** RE: EC - J&J - APA  
**Attachments:** J&J - EU APA draft (25.09.2020).DOCX; COMPARISON J&J EU APA (25.09.2020).PDF

**Sensitivity:** Confidential

Dear [REDACTED] and [REDACTED] -

Here is a new clean and compare draft of the APA, further to the call we had Tuesday evening. The compare is comparing against the version we sent to you on 18 September. Some points that may be helpful for your review:

- This draft now also contains a Vaccine Order Form.
- We will follow-up with an illustration of the [REDACTED] mechanism, as per our discussion.
- Please note Exhibit D [REDACTED] is still unchanged herein, but we're reviewing the changes you had suggested as per your email earlier today, and we'll revert asap.
- There is one change with a comment [REDACTED] that we'd like to discuss with you to provide more background.
- Would you be able to share the [REDACTED] ?

After you've had the chance to review, we'd much appreciate the opportunity to discuss with you ahead of a potential next Evaluation Committee meeting (hoping we could finalize the agreement). Obviously we would make ourselves available for such a call (if need be in the weekend).

Kind regards, many thanks, for the J&J team,

[REDACTED]

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**From:** [REDACTED] [JRDNL]  
**Sent:** Friday, September 18, 2020 21:12  
**To:** [REDACTED] @ec.europa.eu; [REDACTED] @ec.europa.eu  
**Cc:** [REDACTED] [JACDE] <[REDACTED]@its.jnj.com>; [REDACTED] [CRXNL] ( [REDACTED]@its.jnj.com)  
<[REDACTED]@its.jnj.com>; [REDACTED] [JPPBE] <[REDACTED]@ITS.JNJ.com>  
**Subject:** RE: EC - J&J - APA  
**Sensitivity:** Confidential

Dear [REDACTED], Dear [REDACTED],

Please find attached a new version of the APA. I'm also attaching a compare version in PDF, against the previous version we sent to you on 4 September, as well as a compare against your redline of 14 September.

We have tried to reflect the changes and comments made in the redline you sent to us on 14 September, as well as the discussion we had earlier this week on some of the key items. We sincerely thank you for these valuable instances of feedback.

If you've had the chance to have a look at this new version, we would again appreciate an opportunity to discuss with you any thoughts and/or remaining concerns.

Truly hoping we would be able to reach an agreement very soon.

Kind regards,  
For the J&J team,

[REDACTED]

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**From:** [REDACTED] [JRDNL]  
**Sent:** Friday, September 4, 2020 22:27  
**To:** [REDACTED] <[\[REDACTED\]@ec.europa.eu](mailto:[REDACTED]@ec.europa.eu)>; [REDACTED] <[\[REDACTED\]@ec.europa.eu](mailto:[REDACTED]@ec.europa.eu)>; [REDACTED] <[\[REDACTED\]@ec.europa.eu](mailto:[REDACTED]@ec.europa.eu)>; [REDACTED] <[\[REDACTED\]@ec.europa.eu](mailto:[REDACTED]@ec.europa.eu)>; [REDACTED] <[\[REDACTED\]@minvws.nl](mailto:[REDACTED]@minvws.nl)>  
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**Subject:** RE: EC - J&J - APA  
**Sensitivity:** Confidential

Dear Commission Team, Dear Joint Negotiation Team,

Please find attached our proposal for an Advance Purchase Agreement.

The draft is subject to review [REDACTED], and as you will see, some items need some further work and discussion. Please also see some clarifying comments and questions in the footnotes of the document.

Obviously, please reach out to us at any time if you need further clarification or if we can otherwise be of help.

On behalf of the J&J team,

Kind regards,

[REDACTED]