

# Ensuring Access to Medicine

## Global Health Supply Chain Summit

Jayasree K. Iyer

Wednesday 20 November, Johannesburg

# Advancing the debate on access to medicine



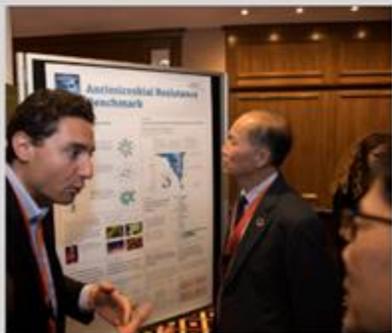
"I'm delighted to see our actions recognised in the 2018 Access to Medicine Index, but we still have much more work to do."

**Vas Narasimhan, CEO, Novartis**



"The companies at the top of the Index want to do more. The ones at the bottom see that and forward on it."

**Bill Gates, Co-chair and Trustee, Bill & Melinda Gates Foundation**



# 95 signatory investors: AUM in excess of USD 13 trillion

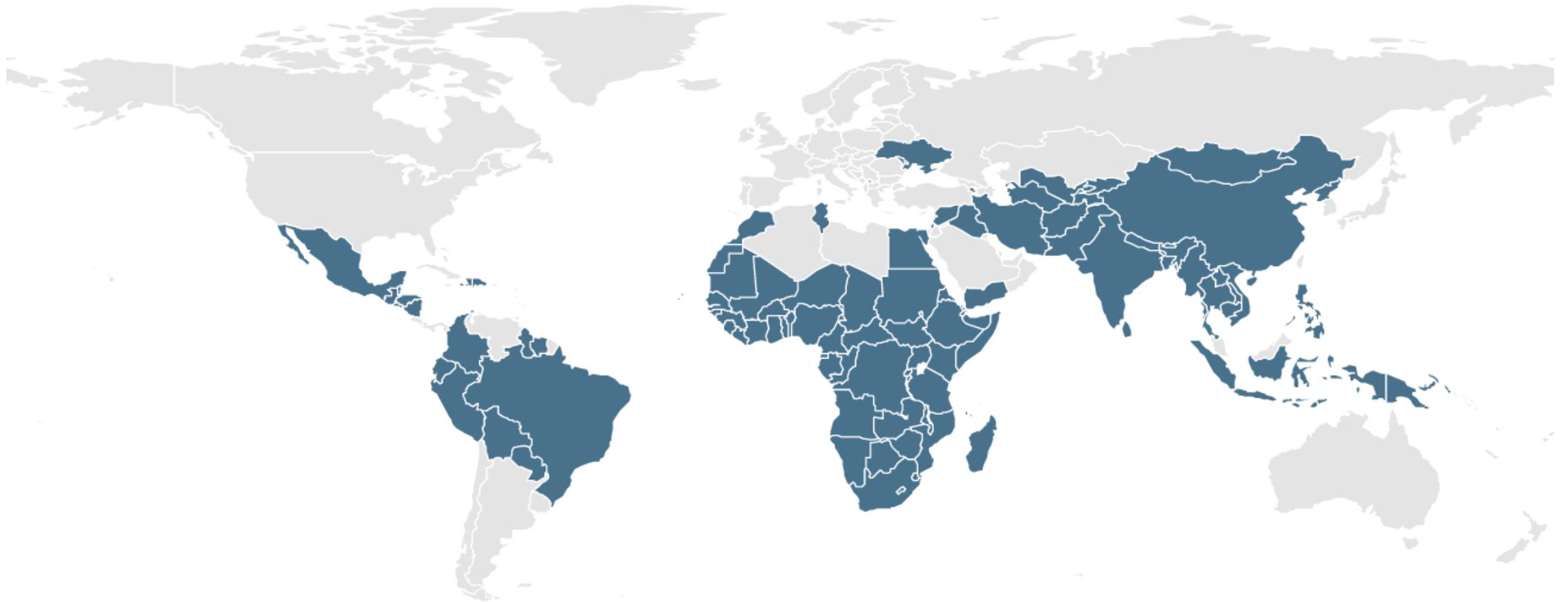


# 10 year analysis

A comparative analysis of 10 years of data on 20 global pharmaceutical companies

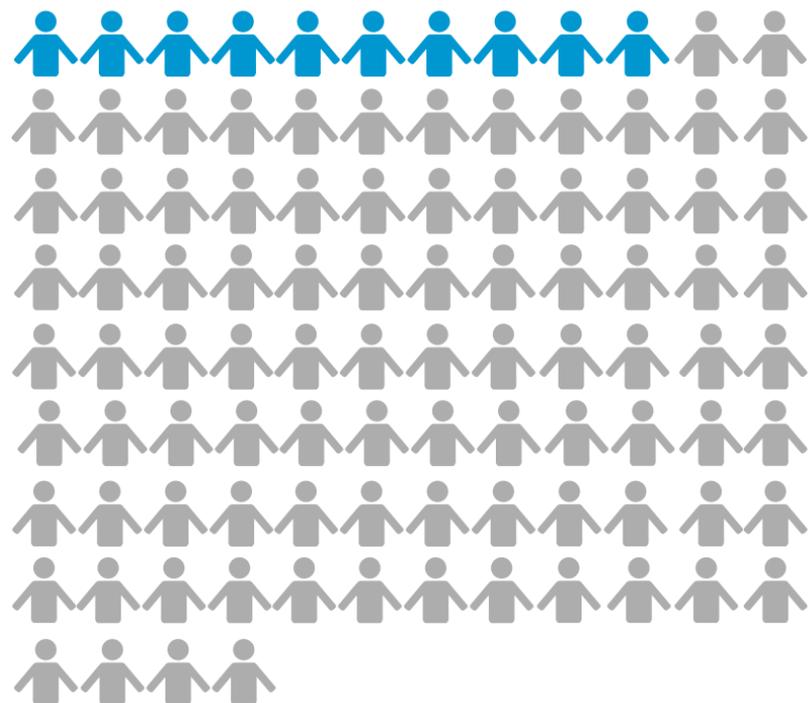


83% of all people alive today live in developing countries  
– covered by our research

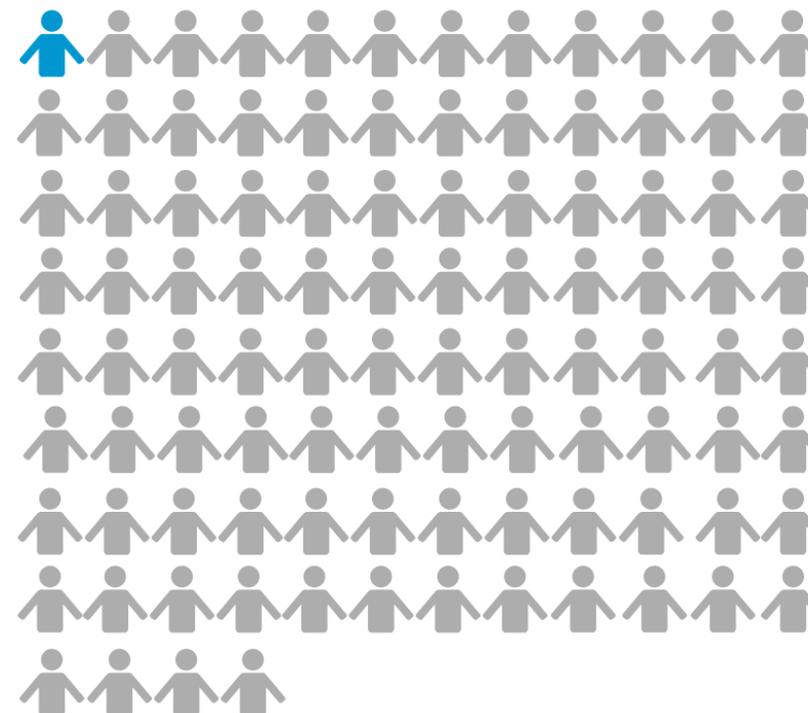


# Limited reach of new medicine

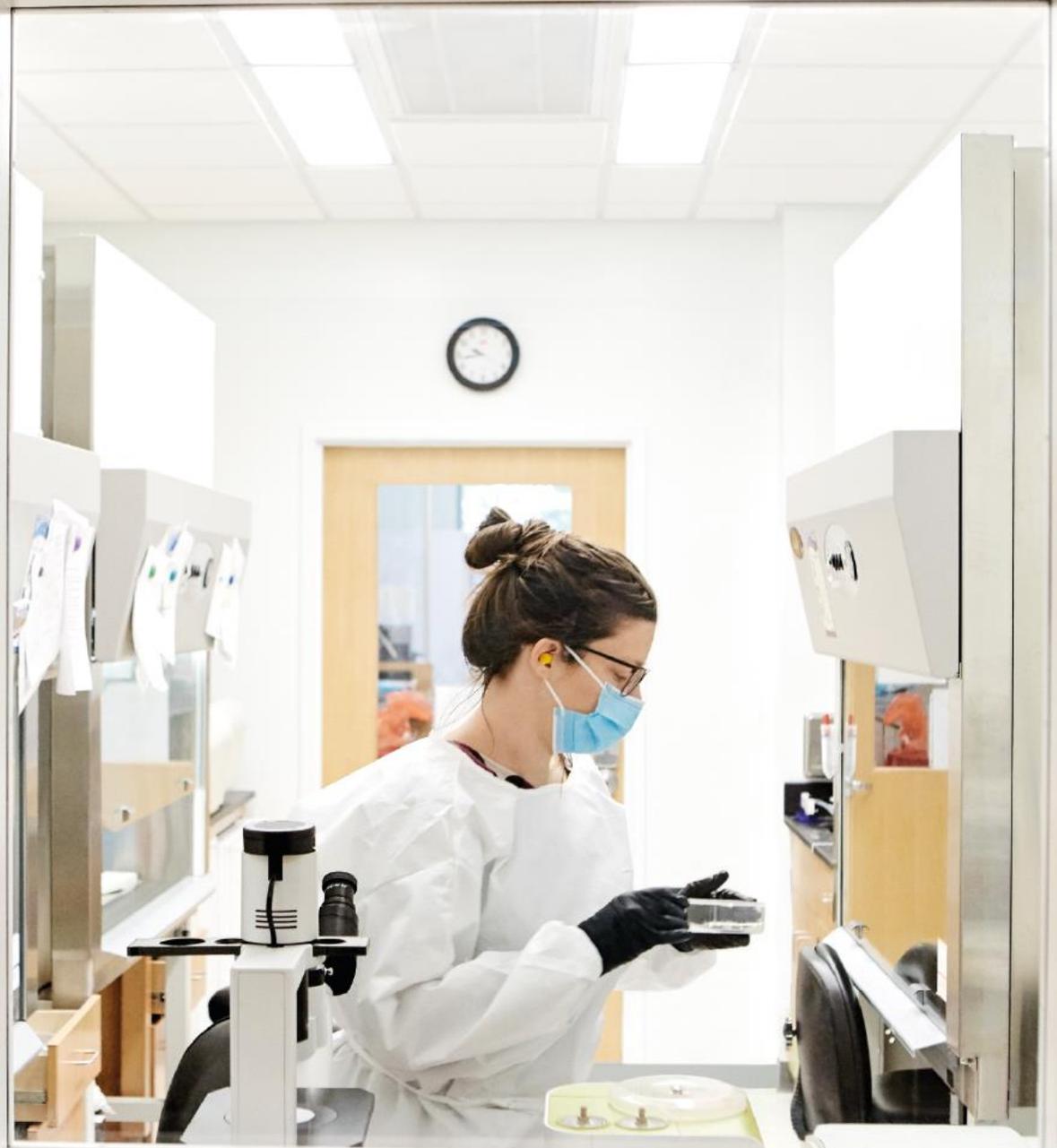
Globally, even the most innovative drugs reach 10% (or fewer) of patients five years after launch.



In emerging markets, they reach less than 1% five years after launch.



How can health products  
benefit more people?



# Innovation in health products



New health products



Appropriate treatment



Adherence to treatment



Sustainable supply

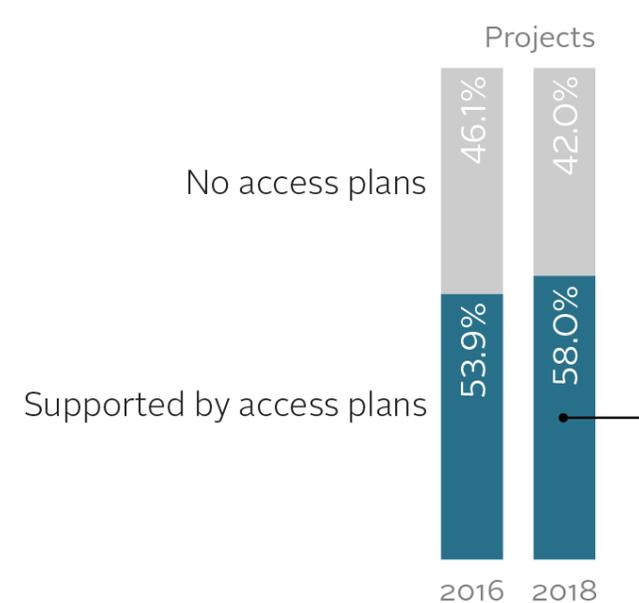


Temperature sensitivity



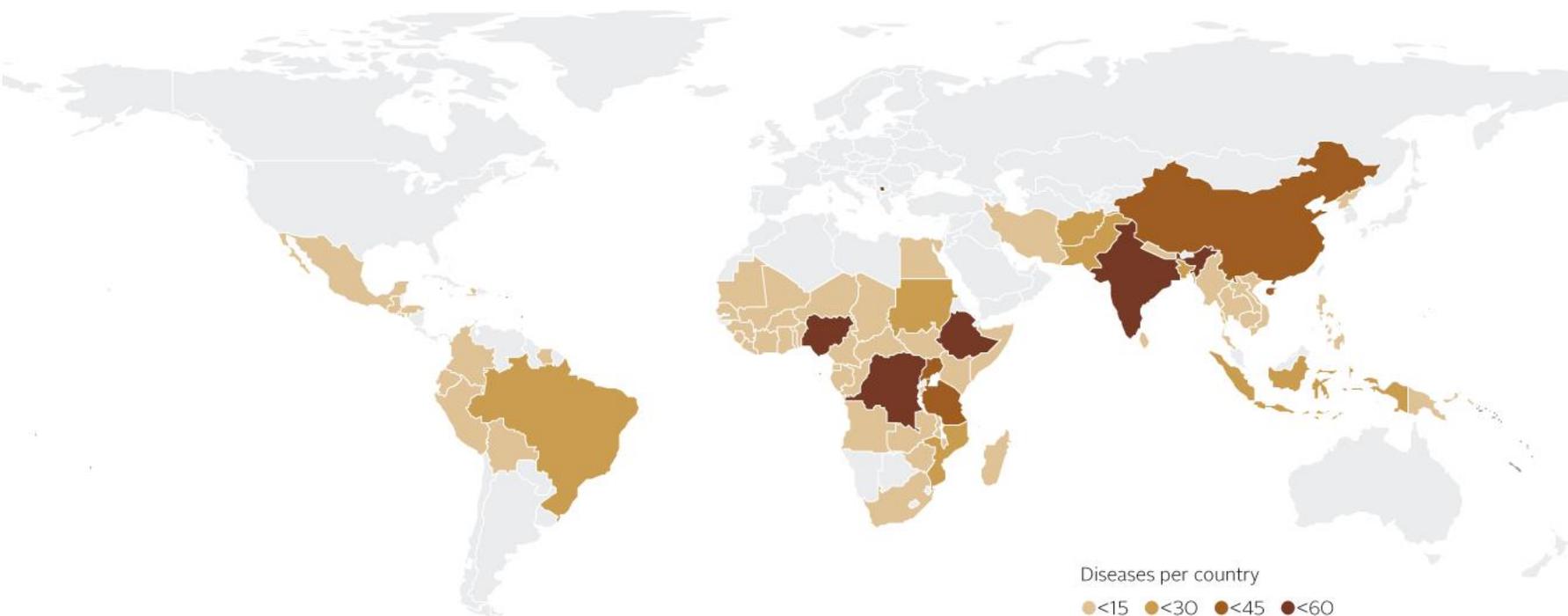
Price

The coverage of access plans for late-stage R&D projects is largely unchanged since 2016



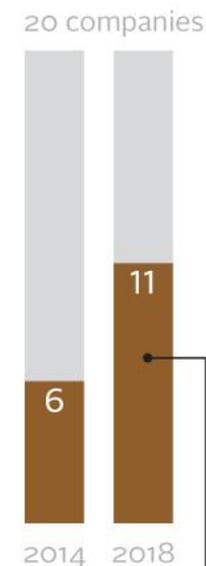
# Product registration across Africa and beyond

Countries urgently needing the most products to be registered:



Source: Access to Medicine Index 2018

Since 2014, commitments to registering have gradually become more specific:



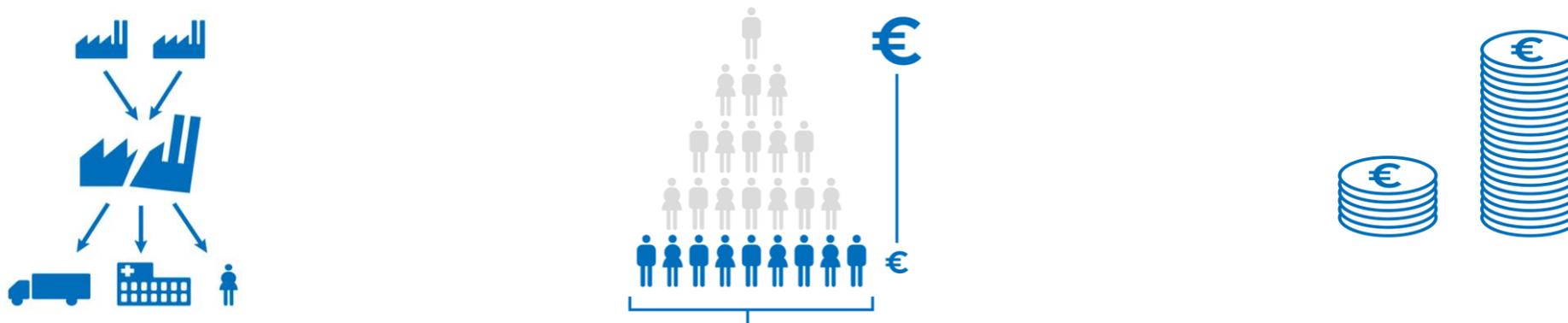
Companies with registration commitments that apply in at least one low-income or sub-Saharan African country.



Improving effective  
supply

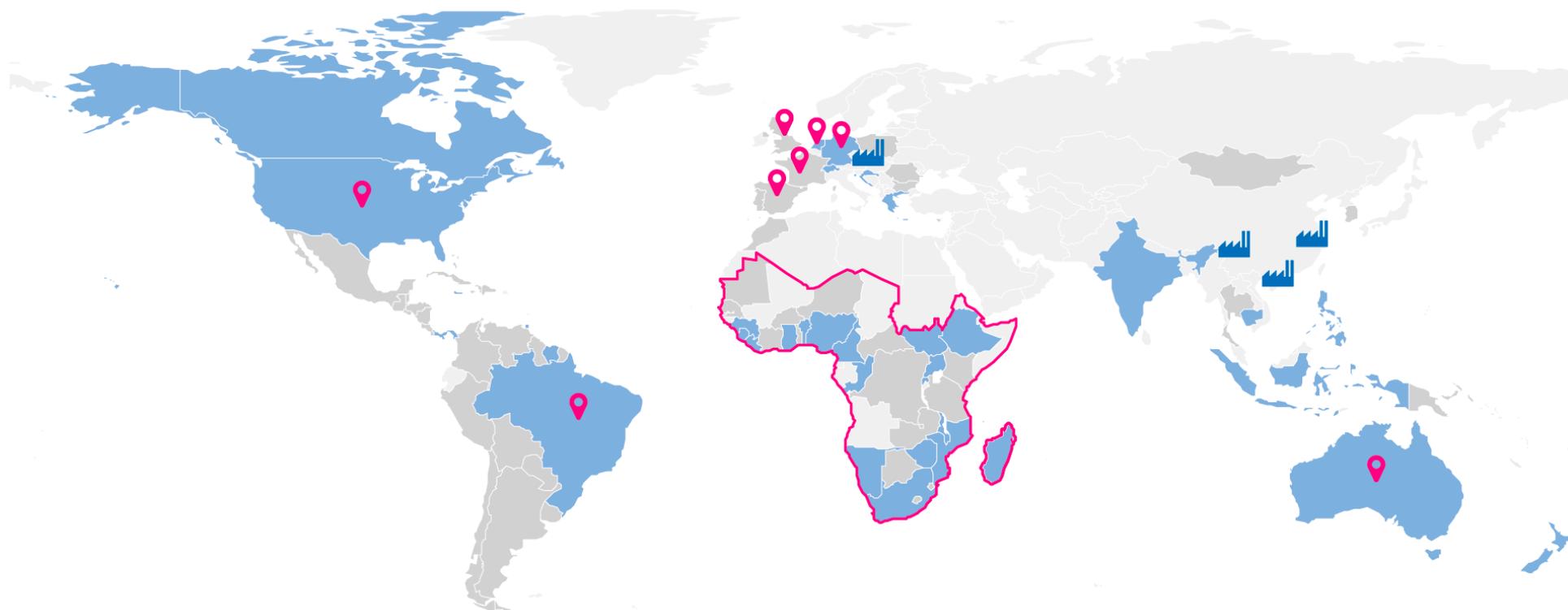
# Ensuring the security of supply of health products

- Supply chains are on the brink of collapse, putting basic healthcare at risk;
- Many countries are currently experience drug shortages, stockouts or scarcity;
- In response to a weak response from national authorities or the private industry, many bottom-up initiatives are established;
- However, action is possible, and there are clear examples of how some pharmaceutical companies are already strengthening supply chains



# Why is there a global penicillin shortage?

- Fragile supply chain, reliant on only four API manufacturers
- Penicillin G (BPG) offers little profit
- Demand is high but largely from poorer countries
- Production levels kept low



# Priority actions to strengthen supply chains



## DEMAND PLANNING

- Demand forecasting
- Data sharing



## UNINTERRUPTED SUPPLY

- Efficient procurement practices
- Local manufacturing
- Shortage mitigation
- Stock management



## DISTRIBUTION STRENGTHENING

- Affordability
- Quality products
- Packaging
- Partnerships

# What can pharma companies do now?

1

New processes for inventory, stock and risk management

2

Incentivise staff and country distributors

3

Improve agility vis-à-vis public health needs

4

Communicate plans in response to challenges, opportunities and innovations

5

Invest in capacity building for supply chain strengthening

6

Consider multiple sourcing to avoid market consolidation

# Consolidating health systems



# Innovative business models addressing access in Africa

## Hypertension Control

**Aim:** To improve the control of hypertension, by making services more accessible, and empowering individuals to manage their hypertension.

**Scale-up:** To three districts in Ghana, from two in 2016.

## Access Diagnosis and Care

**Aim:** To reach 20 million patients per year by 2020, supplying more than 5 billion tablets per year to these markets.

**Scale-up:** To three additional countries within the period of analysis; from two in 2016.

## Creation of Primary Healthcare Centres

**Aim:** To bring an integrated range of affordable healthcare services, including nursing and pharmacy, to underserved populations.

**Scale-up:** Not applicable (established in 2018).

## HIV Diagnosis and Testing

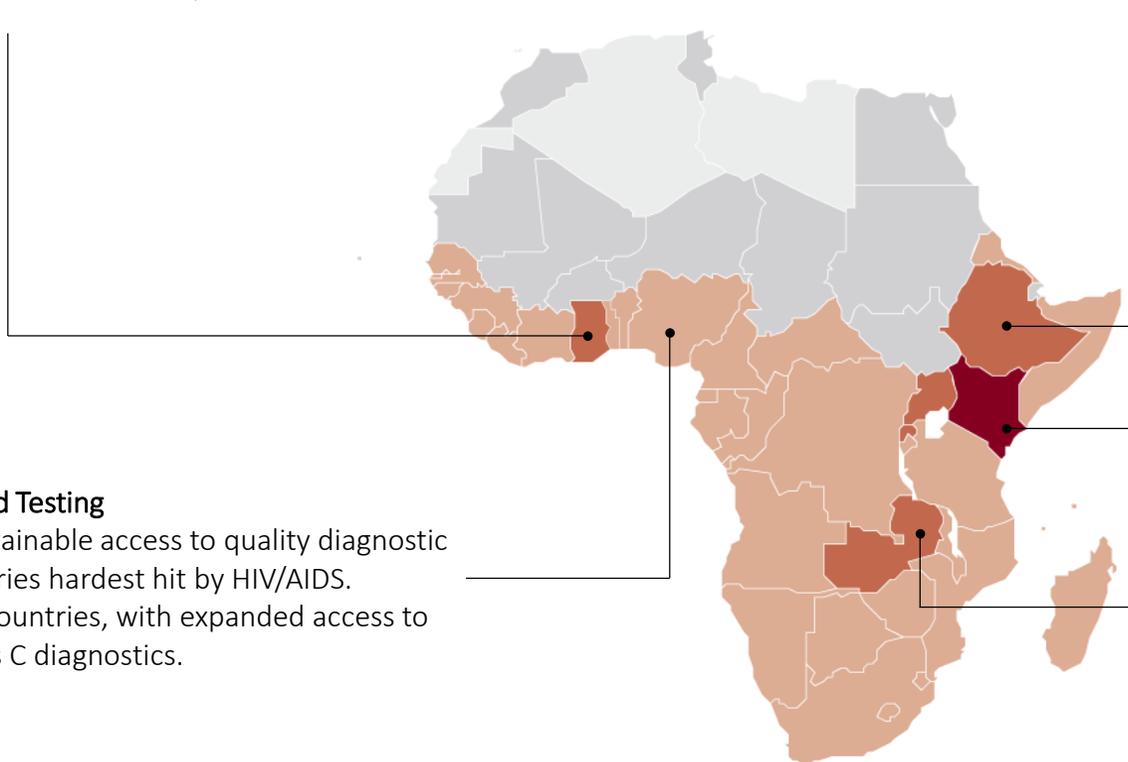
**Aim:** Expand sustainable access to quality diagnostic testing for countries hardest hit by HIV/AIDS.

**Scale-up:** To 82 countries, with expanded access to HIV and hepatitis C diagnostics.

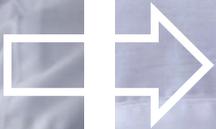
## Local Community-Based Distribution

**Aim:** Improve affordability and supply by addressing constraints in local supply chains linked to the high cost of borrowing.

**Scale-up:** To 20 communities in Zambia, from four in 2016.



Science and access planning...



must work in tandem.

# Thank you

Jayasree K. Iyer

@AtMIndex

[www.accesstomedicinefoundation.org](http://www.accesstomedicinefoundation.org)



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