



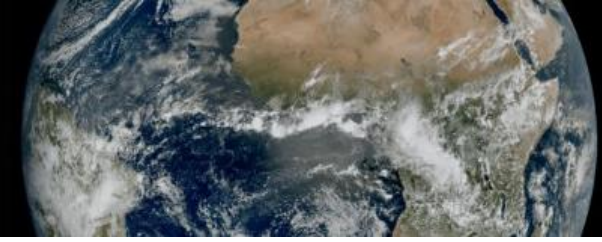
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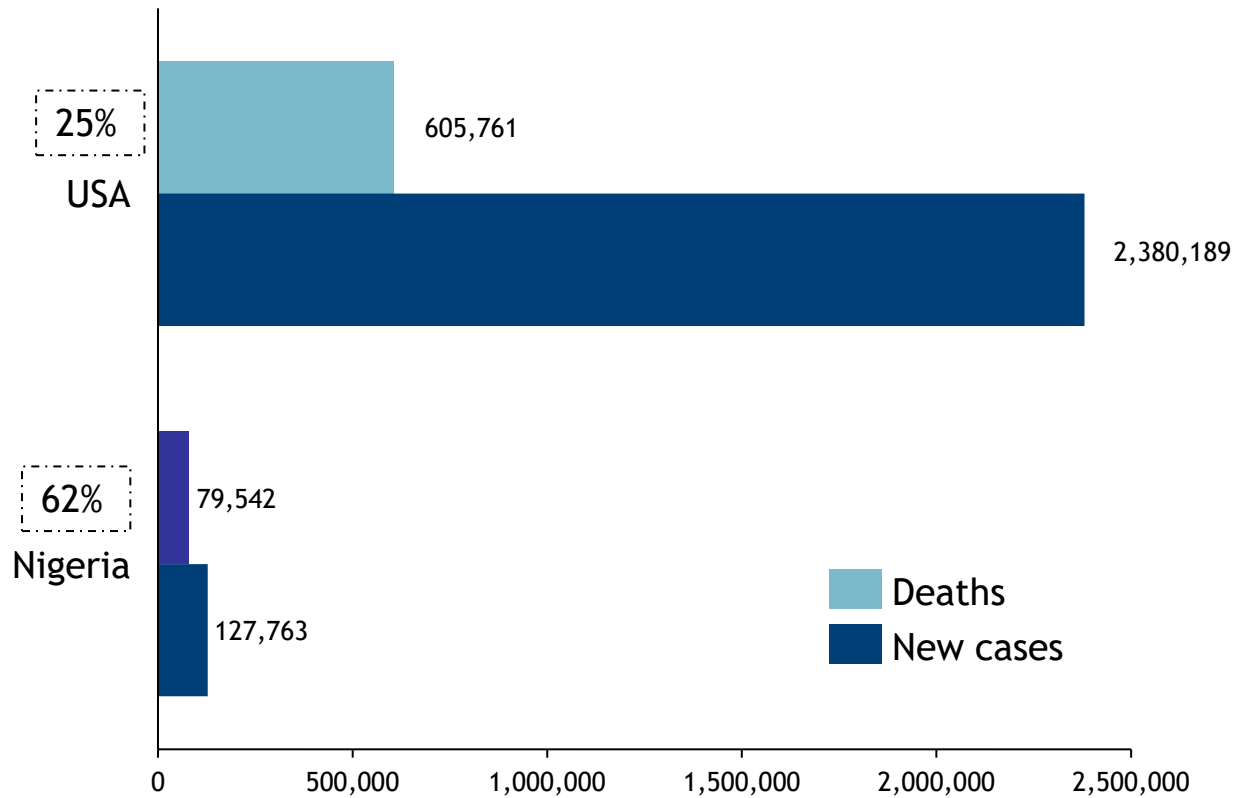
VALUE CHAIN INNOVATIONS FOR UNIVERSAL HEALTH COVERAGE



Nigeria Cancer Access Partnership (NCAP): Improving Access to Quality-assured Treatment

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Nigeria Cancer Access Partnership (NCAP) aims to change the narrative that less than a third of patients survive cancer in Nigeria



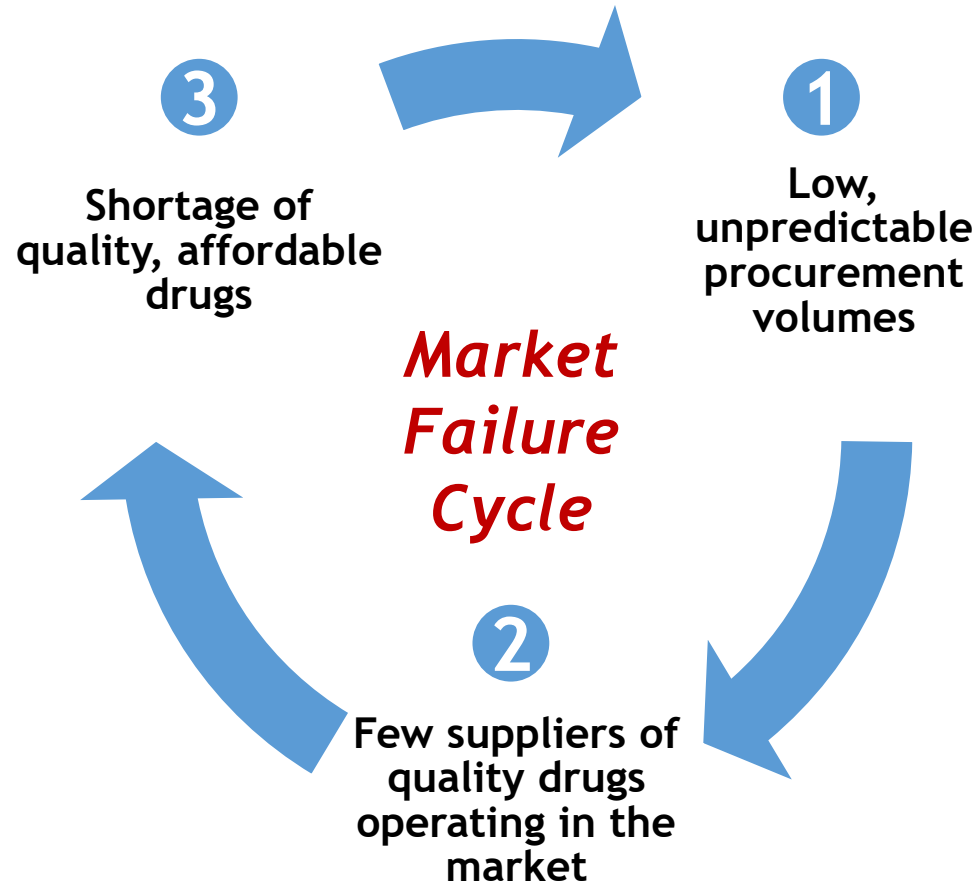
Government's Response

- FMoH-led TWG ensures update and tracking of the implementation of the National Cancer Control Plan
- Rehabilitation of Federal Institutions with equipment for cancer care
- Established a cancer health fund that covers the cost of services for approved indigent cancer

Only 10% of patients in Sub-Saharan Africa receive treatment of any kind, including chemotherapy¹
As a result, eight patients die from cancer every hour in Nigeria²



Key factors limiting the availability of quality, affordable anticancer medicines are unpredictable and relatively low volumes



1. Low demand volumes and low predictability of orders from individual countries in the region lead to a minimal number of interested suppliers of quality anti-cancer medicines and high prices
2. The limited presence of quality anti-cancer medicines suppliers and high prices lead to shortages of quality, affordable anticancer medicines
3. The shortage of quality, affordable anti-cancer medicines depresses demand since treatment options are thus limited and expensive

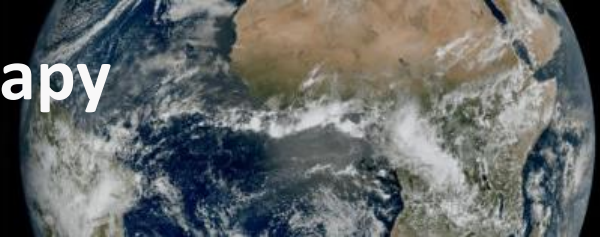
This market failure cycle can be reversed!



Launched in 2019, NCAP is a public-private partnership comprising FMOH, NICRAT ACS, CHAI, pharmaceutical manufacturers, and supply chain companies



NCAP aimed to maximize patient access to quality chemotherapy drugs, required an innovative systems approach



Challenges

- 60+ Cancer centers procuring individually
- Drug orders not reflective of actual needs, leading to **stockouts**
- **Regulatory complexity** and delays; **unreliable supply chain**
- Limited procurement budget; **Funding challenges** tied to transfers of patient payments to a central account
- **High patient expense** due to high rates of markups or having to fill prescriptions at private pharmacies



Approach

- Supported **needs-based forecasting** and quantification; **aggregated demand** across cancer Centers of Excellence for the first time
- Worked with the Minister of Health to obtain a special **import waiver** from NAFDAC for quality-assured products
- Deployed an **innovative payment, distribution, and inventory management system** to ensure continuous supply



How NCAP works



Objective: Increase engagement of quality suppliers of medicines in the cancer medicines market, while working with public hospitals/intuitions to address low volumes and shortages to ensure access to affordable medicines for patients

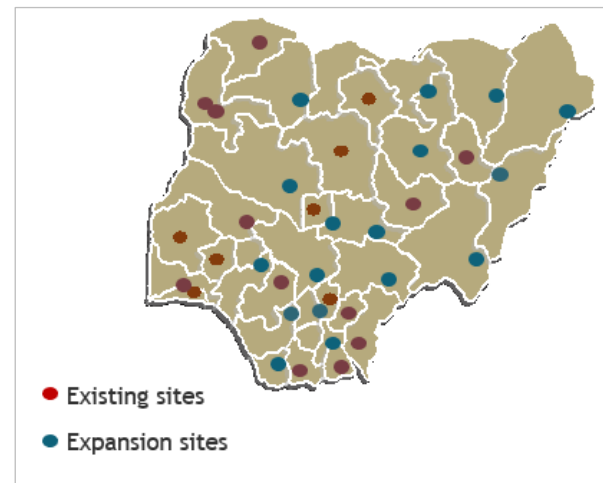
Principles

- **Aggregating demand and standardizing procurement processes** across public hospitals
- Pharma partners commit to offering products at **confidential ex-works access**
Pharma partners respond to tenders or RFQs; use local distributors to deliver the product
- Products are sold at participating public hospitals across Nigeria
- All **service providers** including suppliers and the hospitals **are paid within a maximum of 3 days**

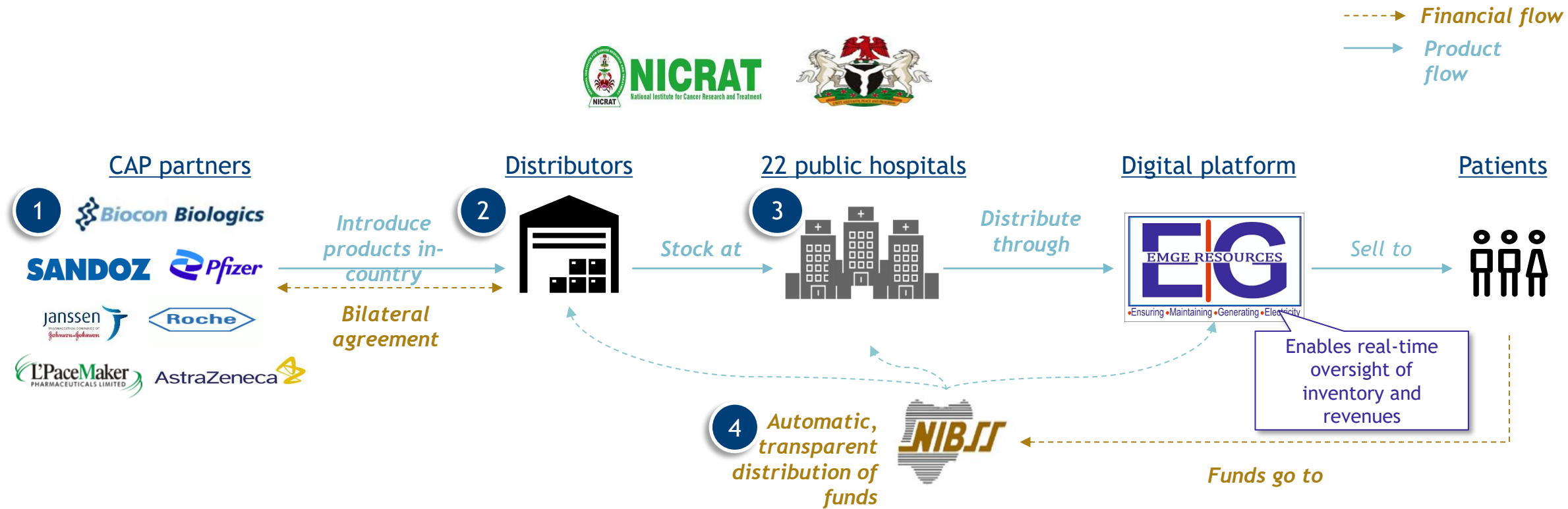


- ✓ Quality-assured medicines only
- ✓ 39 formulations of anti-cancers
- ✓ At least 1 full regimen for 28 cancer different types
- ✓ 50% cost savings to patients from market retail price
- ✓ <20% capped mark-up to patients

Since inception NCAP expanded from 6 cancer centres in 2019 to 22 hospitals to date

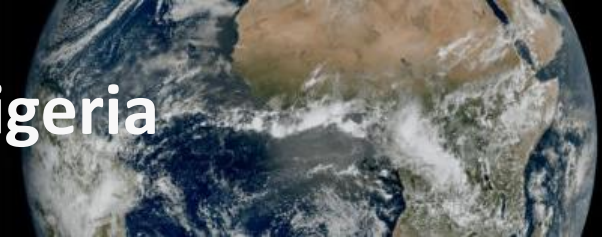


NCAP describes an innovative payment, distribution & inventory management platform to ensure supply



- 1** Products are offered by CAP partner companies at competitive prices for all participating institutions, based on a joint forecast.
- 2** Companies engage private distributors who will deliver products directly to health facilities based on need.
- 3** Products are stocked at hospital pharmacies and sold directly to patients. Each sale is captured on the digital platform.
- 4** Payment is remitted directly to the distributor based on products sold; **markups are kept to a minimum, <20%**

Hypotheses for success of the NCAP procurement model for Nigeria



Consolidated purchasing by federal govt on behalf of 22 hospitals increases volumes



Digital platform provides timely payment to suppliers
Predictable ordering



CAP optimization committee (FMOHSW, NICRAT, pharma partners, distributors, last-mile logistics partner, and CHAI) meets every two weeks to address supply and demand challenges



Real time visibility into demand provided by digital platform

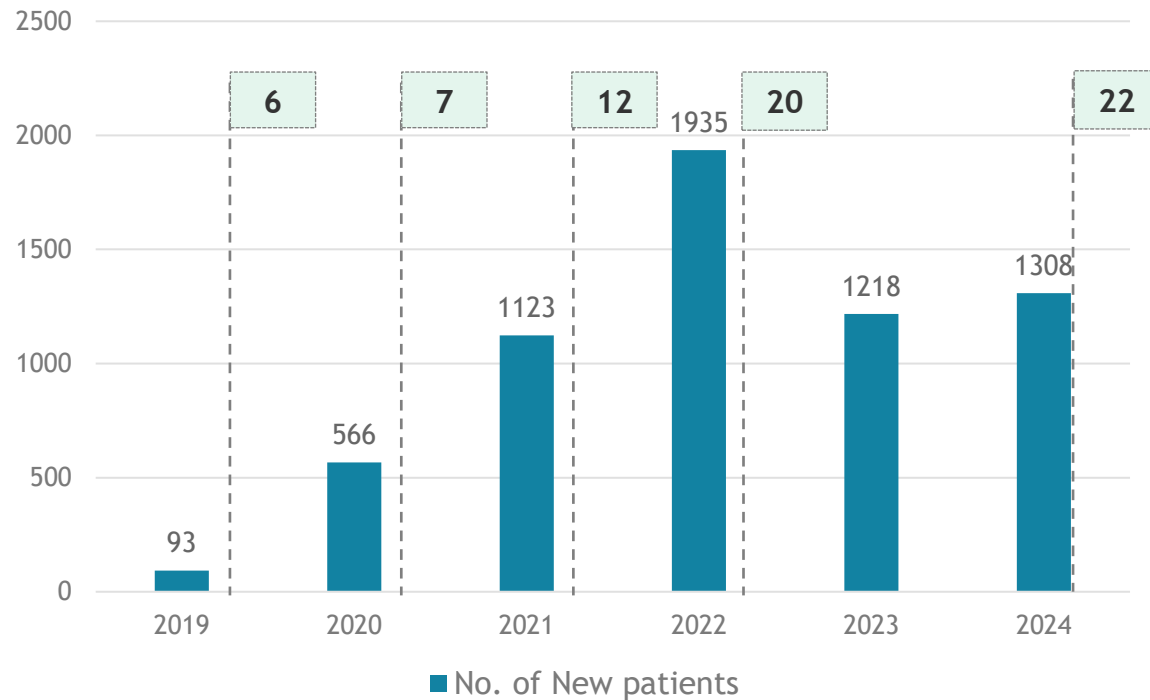


Strong govt buy-in bypassing traditional procurement laws therefore govt improves access, is in charge of coordination, drives demand with hospitals, has visibility into data

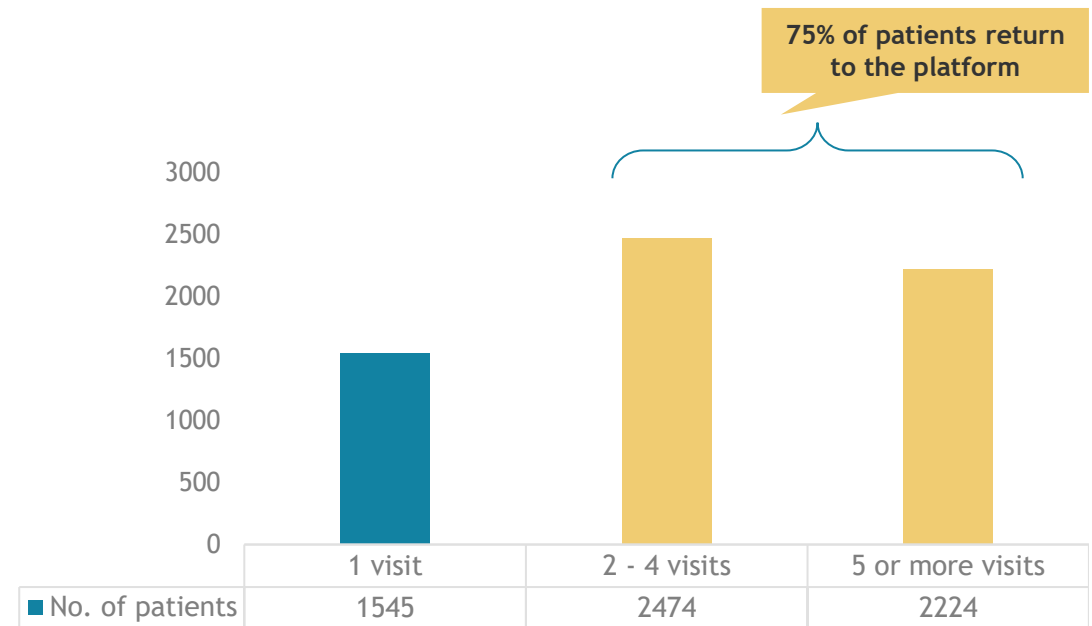
Over 6,200 patients have purchased through the program. 3/4 have purchased medicines more than once



Nigeria Cancer Access Partnership Patient Enrolment and Hospital Participation



Purchasing Trends of Patients on the Nigeria Cancer Access Partnership



Other outcomes:

- Cancer Health Fund integration (US\$2M govt fund for indigent patients) routed through the NCAP for all medicines available for treating **Breast, Prostate, and Cervical Cancers**.
- National Health Insurance scheme plans to leverage NCAP for cancer patients
- Inclusion of diagnostics



NCAP recognized by govt as primary supply mechanism for cancer medicines for the public sector, to date 3,516 patients have been beneficiaries of the fund

Cancer Health Fund (US\$ 2M fund for indigent/poor patients) routed through the NCAP for all medicines available for treating **Breast, Prostate, and Cervical Cancers.**

Cancer Health Fund
Federal Ministry of Health

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About CHF

The Nigerian cancer health fund(CHF) is a social service aimed at providing funding and health care services to indigent cancer patients.

The CHF program is an initiative of the federal ministry of health that commenced in 2021 with six pilot hospitals. Ahmadu Bello University teaching hospital (ABUTH), National Hospital Abuja (NHA), University of Benin Teaching Hospital, Benin (UBTH), Federal Teaching Hospital Gombe (FTH), University of Nigeria Teaching Hospital (UNTH), University College Hospital (UCH).

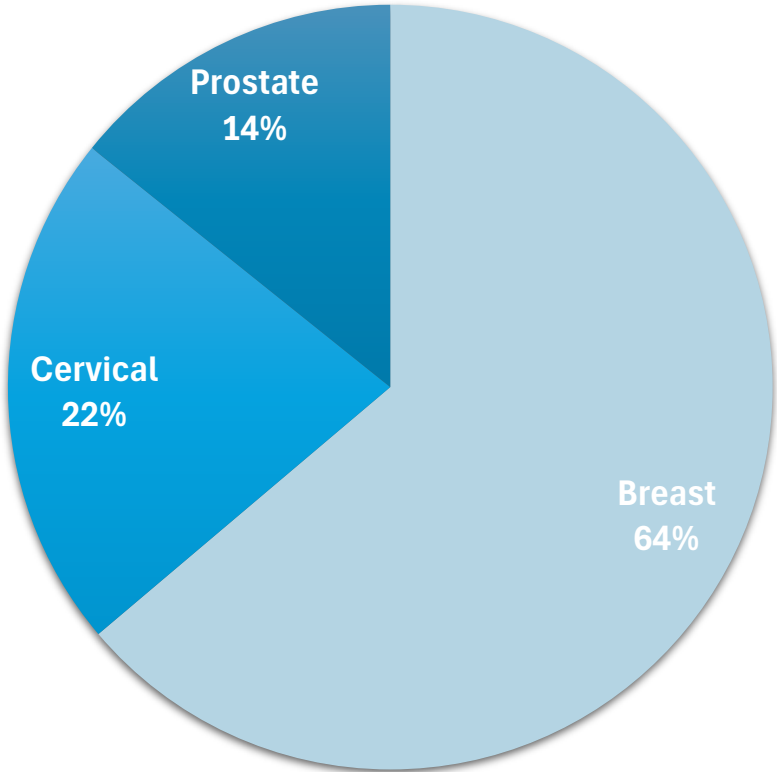
It involves partners such as American Cancer society, ROCHE, PFIZER, MYLAN, Clinton Health Access Initiative, WWCV, BICON and EMGE resources who is mandated to implement the CHF initiative on behalf of the federal government.

[Click here to register as a patient](#)

Over 3,500 patients accessed NCAP through the CHF



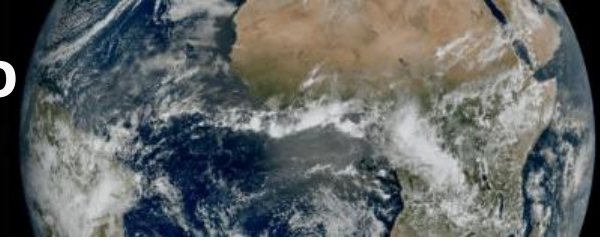
CHF-CAP patients by cancer type



■ Breast ■ Cervical ■ Prostate

Cancer type	Number of CHF-NCAP patients
Breast	2,244
Cervical	771
Prostate	501

The federal government's vision is to expand patient access to oncology medicines through the NCAP platform



Vision: Enable cancer patients to get all the high-quality cancer medicines they need within the hospital pharmacy at affordable prices



Expansion strategies

- **Broader array of chemotherapies and hormonal therapies**, to include full regimens from quality suppliers who have agreed to provide access prices
- **Incorporate additional targeted therapies and innovative medicines**
- Expand to all public cancer treatment centers
- Include private treatment centers that are willing to contain markups
- **Incorporate NHIA** to bolster purchasing power of the platform and improve sustainability
- **Incorporate new funding** from government for management of childhood cancer
- **Sustain CHF** and increase government commitment



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