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## 2024 INDUSTRY ENGAGEMENT “ACCESS TO HEALTH INNOVATION” FORUM

### Unlocking healthcare value chains and driving investment through partnerships: Accelerating equitable access to quality-assured sustainable health products

7 - 9 May 2024 | Lagos, Nigeria

*Concept Note*

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#### CONTEXT

Equitable access to affordable, context-specific, quality-assured, and environmentally friendly health products is crucial for the success and sustainability of public health programs and Universal Health Coverage (UHC). Given challenges related to trade, quality, and other relevant regulations, dependence on imported health products (approx. 70 to 80% imports in Africa) has significant potential to threaten the achievement and sustainability of equitable access goals of public health programs in LMICs, including health emergencies preparedness and response.

The availability of commercially viable cost-competitive and environmentally friendly domestic/regional manufacturers of quality-assured products is a critical enabler of universal access to essential health products and health security. Literature demonstrates that regional (local) manufacturing often improves equitable access to medicines; also, regional manufacturing provides an opportunity for mutually reinforcing economic development and healthcare objectives<sup>1</sup>. The COVID-19 pandemic sparked a new wave of heightened support for regional manufacturing and establishment of sustainable regional value chains for health products. Multiple initiatives towards strengthening regional manufacturing of health products were launched by governments, regional and continental institutions across Africa in reaction to the challenges faced during the pandemic.

**The Government of Nigeria**, in October 2023, launched the Presidential Initiative on Unlocking Healthcare Value Chains (PVAC), which is domiciled under the Federal Ministry of Health & Social Welfare. The initiative aims to unlock billions of dollars of new investment into the nation’s healthcare-delivery system through a time-bound and cross-ministerial collaboration to restructure the ecosystem of Health Product manufacturing, Health Logistics services, Health Technology services, Health Retail services (e-Commerce), Health Provider facilitation, and Health Payor reforms (Third Party Administrators & Insurers). Since its inception, the PVAC has initiated multiple outreaches and signed partnership agreements with multiple governments, industry players and development partners globally. The PVAC facilitated the collaboration of the African Development Bank (AfDB), International Finance Corporation (IFC) and Unitaid to co-convene the 2024 Industry Engagement Forum (IEF).

**The African Development Bank (AfDB)** is a multilateral institution whose objective is to contribute to the sustainable economic development and social progress of African countries. In response to calls from the African Union and active pharmaceutical-sector players, the AfDB developed the 2030 Continental Pharmaceutical and Vaccine Manufacturing Vision and Action Plan, which guides its strategic interventions for the next 10 years under a strategic pillar to increase the maturity of the industry by supporting the development of local production capacities through 4 enablers (foster logistics integration and intra-Africa trade, support implementation of quality standards, pave the way for increased R&D, and support increase in manufacturing of health products). AfDB is considering investing up to \$3.1 billion through to 2030 in support of the vision. AfDB seeks to mobilize approximately \$100 million per year to finance the development of the pharmaceutical industry directly and allocating about a further \$200 million annually to support infrastructure development.

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<sup>1</sup> Mujinja et al. Globalization and Health 2014, 10:12 <http://www.globalizationandhealth.com/content/10/1/12>

In 2023, the AfDB introduced the Pharmaceutical Industry Forum to accelerate the Bank's engagement with industry partners towards achieving the pharmaceutical sector objectives. The first forum, which was held in October 2023 in Egypt was attended by more than 35 pharmaceutical manufacturers, Multilateral Development Banks, 7 commercial banks, investment banks, and private equity funds, was well received by the industry and it allowed the Bank to identify and map out potential investment opportunities through investment clinics and project deep dives.

**The International Finance Corporation** is an international financial institution that offers investment, advisory, and asset-management services to encourage private-sector development in less developed countries. The IFC is a member of the World Bank Group and is headquartered in Washington, D.C. in the United States. IFC was the first (Development Finance Institution) DFI to invest in the health sector, and to date their investments in this sector have significantly grown to over US\$ 7 billion since their first investment in the sector almost 25 years ago. IFC's involvement in the sector has continued, as evidenced by the launch of their US\$ 4 billion Global Health Platform, which throughout the pandemic invested in various health-sector companies to increase the supply of critical medical equipment and services in developing countries, including face masks, ventilators, testing kits and vaccines. IFC remains committed to strengthening local and regional health-sector manufacturing, as well as in increasing local access to affordable and quality healthcare.

**Unitaid** is a global health organization that funds innovative solutions to prevent, diagnose, and treat diseases more quickly, affordably, and effectively in low- and middle-income countries. Unitaid's investments address major diseases such as HIV, its co-infections, and co-morbidities, malaria, and tuberculosis (TB). Unitaid also works in cervical cancer, fever management, reproductive, maternal, and child health, and pandemic preparedness and response. Unitaid's new strategy (2023-2027) builds on more than 15 years of success in shaping markets and facilitating accelerated scale-up of innovative health products, thus saving time, money, and lives. Furthermore, the new strategy seeks to position Unitaid as a pivotal partner with a unique, targeted contribution to improving the resilience of supply chains in LMICs by building regional value chains and advancing market-based domestic manufacturing while leveraging partnerships at all levels. Unitaid is hosted by the WHO.

Unitaid's Industry Engagement Forum (IEF) has constituted an essential part of ensuring Unitaid's investments in innovation remain relevant and respond to the realities of the market. The IEF platform allows for a critical exchange on product development pipeline and industry capabilities, Unitaid and other global health actors' priorities, contributions to scaling up health innovations, and countries' best practices and needs. Over the years, the IEF has contributed significantly to the design and execution of Unitaid's market access interventions. The most recent forum was held in South Africa in November 2022, with over 80 stakeholder organizations, including 34 health products manufacturers, in attendance.

All the convening organizations have made "Climate and Health" a priority, including in terms of sustainability and supply chain decarbonization and resilient to climate change. Nigeria is one of the 149 countries that has signed the COP 28 UAE Declaration on Climate and Health<sup>2</sup> and, AfDB, IFC and Unitaid are signatories of the Climate and Health financing principles<sup>3</sup>. Unitaid recently published a Climate and Health strategy and the report "[milligrams to megatons](#)" which assessed 10 key health products from the perspective of climate and nature<sup>4</sup>. The report makes a strong case for the climate, environmental and economic value of a transformational change to *Climate-Smart Health Products*. These are products that are: not harmful, resilient, responsive, and locally adapted to climate, environmental and nature risks.

**The 2024 IEF is themed: *Unlocking healthcare value chains and driving investment through partnerships: Accelerating equitable access to quality-assured sustainable health products*.** The IEF will bring together major stakeholders within the ecosystem to accelerate access to health products, including West African Pharmaceutical Manufacturers Association (WAPMA). WHO, the Medicines Patent Pool (MPP), the Global Fund, USAID, PEPFAR, UNICEF, global and regional pharmaceutical manufacturers, research and development networks, other Development Finance Institutions (DFIs), Federation of African Manufacturers' Associations (FAPMA), Africa CDC, AUDA-NEPAD, communities, and civil society organizations.

<sup>2</sup> <https://www.cop28.com/en/cop28-uae-declaration-on-climate-and-health>

<sup>3</sup> <https://www.cop28.com/en/guiding-principles>

## OBJECTIVES:

The overall goal of the IEF is to promote access to health innovation as a significant enabler of Universal Health Coverage (UHC). The specific objectives of the 2024 IEF are as follows:

1. Establish the urgent need for governments, development partners, research organizations industry partners, and other relevant stakeholders to consolidate existing efforts towards creating sustainable regional value chains for quality health products and services.
2. Review ongoing efforts of key stakeholders (governments, development partners, research groups, and industry) and identify product-specific opportunities to initiate the journey towards building sustainable, low carbon and climate-resilient value chains (from research laboratories to the client) for health products.
3. Learn about each partners' investment plans and financing tools, discuss recent market trends, and identify innovative collaboration opportunities to unlock current bottlenecks in the health products value chain.
4. Facilitate investment opportunities and strategic partnerships between businesses and relevant stakeholders and engage in B2B meetings and networking with key players, regional and continental agencies, development finance institutions, and other donors interested in supporting manufacturers' expansion plans.

In addition to the above, the co-conveners will leverage the 2024 IEF to disseminate relevant reports, launch initiatives, and facilitate side-meetings (such as financing clinics) that will contribute to the overall goal of unlocking healthcare value chains as an enabler for UHC. A communique and a detailed report will be issued at the end of the forum.

## PARTICIPANTS (DETAILED PARTICIPANTS LIST TO FOLLOW):

The conveners are committed to leveraging IEF to strengthen strategic partnerships with relevant stakeholders and promote south-south collaboration. Invitees will comprise industry representatives (African and global), governments, research institutions, regulatory agencies, industry partners, development partners, development financial institutions, donor agencies, and foundations working on access to medicines and diagnostics. **Participants should express interest to attend the forum [here](#). There are limited spaces for physical attendance, hence a confirmation note will follow expressions of interest.**

## LOGISTICS:

The conveners will share a detailed logistics note by 7 April 2024. **For international participants, kindly note that the [visa on arrival process](#) is recommended for ALL participants.** The 2024 IEF planning team will facilitate support to all international participants; this will include issuance of invitation letters and any support documentation required. **The visa on arrival process in Nigeria requires that an online application is made not more than 14 days before the intended travel date, hence online applications for visa on arrival should be made from 23 – 27 April 2024.** The IEF planning team can be reached on [ief2024@who.int](mailto:ief2024@who.int) for all enquires.

## AGENDA

Time	Sessions
<b>Day 1</b>	
<b>08:30 - 09:30</b>	Welcome coffee, registration, and housekeeping
<b>09:30 – 11:00</b>	<p><b>SESSION 1: INTRODUCTION</b></p> <p>Welcome remarks –</p> <p><b>Setting the Scene:</b></p> <p>Government of Nigeria: <i>The challenge and the opportunity to transform the health sector for long-term sustainability, for the benefit of all Nigerians and Africa at large.</i></p> <p>African Development Bank: <i>Financing the building blocks to unlocking Africa’s potential for development through the healthcare sector.</i></p> <p>IFC: <i>Prevailing trends in global healthcare, and their applicability to the Nigerian context (and wider Africa).</i></p> <p>Unitaid: <i>Facilitating equitable access to health innovations as an enabler to UHC: the critical need for sustainable regional value chains.</i></p> <p>WAPMA/FAPMA: <i>The readiness of the health products manufacturing sector in Africa to take on the challenge of equitable access for</i></p>
<b>11:00 - 11:30</b>	<b>Coffee break</b>
<b>11:30 - 13:00</b>	<p><b>SESSION 2: CONNECTING HEALTH PRODUCTS VALUE CHAINS IN AFRICA</b></p> <p><i>Africa’s health products manufacturing ecosystem is nearly 80 years old and yet, the industry continues to struggle despite multiple efforts by several stakeholders over the years. The potential for successful health products manufacturing value chains in Africa continues to exist; however, activating this potential will require some creativity and commitment to leverage regional and continental approaches. This session aims to explore opportunities to leverage existing capabilities on the continent to build resilient and sustainable value chains.</i></p> <p><b>Presentations:</b></p> <ul style="list-style-type: none"> <li>❖ <i>Strategic prioritization and business case development for health products value chain interventions: insights from the Unitaid experience.</i></li> <li>❖ <i>Presentation of Key Findings from the Country Maturity Mapping Study (December 2023) Deep Dive into Nigeria’s health sub-sectors.</i></li> <li>❖ <i>South Africa’s Health Products Innovation pipeline: opportunities for the continent.</i></li> </ul>
<b>13:00 - 14:00</b>	<b>Lunch</b>

<p><b>14:00 - 15:30</b></p>	<p><b>SESSION 3: INDUSTRY PERSPECTIVES – SUCCESS STORIES AND CHALLENGES</b></p> <p><i>The health products manufacturing sector in Africa is more developed than public perception, especially the manufacturing of therapeutics and diagnostics. African manufacturers have demonstrated significant resilience and promise over the years across several areas of operation, often in difficult operating environments. This session aims to showcase best practices across industry and research partners on the continent to harvest learnings and identify opportunities for further development. The following areas will be examined in a rapid-fire approach:</i></p> <ul style="list-style-type: none"> <li>❖ <i>Quality Assurance and Bioequivalence</i></li> <li>❖ <i>Financing</i></li> <li>❖ <i>API development and Manufacturing</i></li> <li>❖ <i>Diagnostics Manufacturing</i></li> </ul>
<p><b>15:30 – 16:00</b></p>	<p style="text-align: center;"><b>Coffee break</b></p>
<p><b>16:00 – 17:30</b></p>	<p><b>SESSION 4: FINANCING THE HEALTH PRODUCTS VALUE CHAIN IN AFRICA</b></p> <p><i>Access to finance ranks very high on the list of challenges that are often listed by manufacturers and other stakeholders operating within health products manufacturing value chains. Paradoxically, many development finance institutions continue to express that they struggle to find bankable projects to invest in within the health sector. Resolution of this challenge will require innovative approaches and some measure of creativity/flexibility across stakeholders. This session presents perspectives from multiple financing stakeholders with an objective to promote collaboration across financing partners to unlock health products manufacturing value chains.</i></p> <p><b>Presentations:</b></p> <ul style="list-style-type: none"> <li>❖ <i>Blended finance and innovative financing models to support regional manufacturing and increase access to health products.</i></li> <li>❖ <i>AFDB’s 2030 Continental Pharmaceutical and Vaccine Manufacturing Vision and Action Plan: an opportunity for innovative financing and strategic partnerships.</i></li> <li>❖ <i>Contractual access terms as an enabler for equitable access to health products: manufacturers and donor perspectives.</i></li> </ul>
<p><b>18:30 - late</b></p>	<p>Welcome cocktail</p>

## Day 2

9:00 – 9:30

Recap of Day 1

9:30 – 11:00

### SESSION 5: LOW-CARBON AND RESILIENT SUPPLY CHAINS - SUSTAINABLE SOLUTIONS FOR AFRICA'S FUTURE

*Health product supply chains contribute 50-70% of the worldwide carbon emissions from the health sector. These same supply chains are also at risk due to extreme climate events like floods, droughts, or cyclones. There is now global consensus on the need to accelerate the decarbonization of supply chains, while increasing their climate resilience. This session will explore this double imperative at the global level and for Africa. It will examine the challenges faced by industries and the opportunities to transform themselves and even leapfrog. The session will also discuss innovative solutions for sustainability and resilience, including financing mechanisms.*

#### **Presentations:**

- ❖ *Global coordination on climate and health – the opportunity for regional manufacturing.*
- ❖ *Climate-smart products development and delivery.*
- ❖ *Unlocking Climate finance in Africa: Experiences from multiple value chains.*

11:00 - 11:15

Coffee break

11:00 – 12:30

### PARALLEL SESSION 6a: CATALYZING DISCOVERY AND DEVELOPMENT IN AFRICA

*The research and development node is assumed to be the weakest segment of Africa's health products value chain. There are centres of excellence within the continent that are working on health innovation; these institutions need to be at the core of the continent's strategic plan to unlock healthcare value chains. This session aims to unpack actionable steps towards catalyzing discovery and development efforts in Africa.*

11:00 – 12:30

### PARALLEL SESSION 6b: DIGITIZATION, ARTIFICIAL INTELLIGENCE AND MARKET DATA – OPPORTUNITIES FOR EQUITABLE ACCESS AND REGIONAL MANUFACTURING

*The fragmentation in Africa's health markets is often stated as a barrier to attracting the right types of investments. The swift evolution on digitization and artificial intelligence is a key determinant of the future of healthcare markets. There is a vibrant health technology landscape in Africa, including companies focused on different nodes of the value chain for health market data. This session aims to showcase emerging capabilities in the sphere of digitization and the use of artificial intelligence to harness market data in Africa. The session should help identify at least two opportunities that could be explored, through collaboration, to improve visibility into Africa's market and address the fragmentation challenge.*

12:30 – 13:30	<p><b>SESSION 7: PUBLIC PRIVATE PARTNERSHIPS – OPPORTUNITIES FOR EQUITABLE ACCESS AND UHC</b></p> <p><i>The revision of Nigeria’s National Health Insurance Act in 2022 has set a key platform for restructuring how the country’s healthcare sector can function - for overall good of all actors in the healthcare value chain. This panel will create important dialogue to help ensure all parties:</i></p> <ul style="list-style-type: none"> <li>❖ <i>Discuss how the best-practice models for UHC delivery are structured?</i></li> <li>❖ <i>Understand how the different roles and responsibilities come together in a well-functioning UHC framework, i.e. (i) Payers, (ii) Providers, (iii) Patients, (iv) Regulators.</i></li> <li>❖ <i>Understand the role of well-structured PPPs in creating and maintaining effective delivery of universal healthcare systems.</i></li> <li>❖ <i>This panel will also explore performance aspects that make or break the UHC ecosystem including: (i)Effectiveness/quality of delivery, (ii)Timeliness of payments, (iii)Managing claims fraud risk.</i></li> </ul>
13:30 - 14:30	<b>Lunch</b>
14:30 – 15:00	<b>SESSION 8: REVIEW OF ACTION ITEMS</b>
15:00 - 17:00	<p>One–on–one session between manufacturers and the AFDB team (Pharmaceutical Investment Clinics - PICs) or Unitaid team, or other stakeholders.</p> <p>These sessions are to be scheduled in advance with the respective teams.</p>
<b>Day 3</b>	
09:00 – 13:00	<p><b>Parallel Session 1</b> Unitaid-UNFPA Special Project Launch.</p> <p>Unitaid’s portfolio presentation, including new Calls for Proposals to technical partners and Expressions of Interests to manufacturers.</p>
09:00 – 13:00	<p><b>Parallel Session 2 – Investment Clinics</b> One–on–one session between manufacturers and the AFDB team (Pharmaceutical Investment Clinics - PICs), Unitaid team, IFC and/or other partners. The sessions are to be scheduled in advance.</p>
13:00 - 14:30	<b>Lunch</b>
14:30 - 17:00	<p><b>Investment Clinics (continues)</b> <b>Factory visits (venues TBC)</b></p>