



# International Business and Investment Forum

“Mobilizing investment, technology and partnership opportunities  
for Africa’s pharmaceutical industry”

UN Campus, Bonn, Germany

1-2 March 2018

## AGENDA

TIME	ITEM	VENUE
<b>Thursday, 1 March 2018</b>		
08:00-09:00	Registration of participants Welcome coffee/tea	Foyer AAH
09:00-9:30	<b>Opening session</b> <ul style="list-style-type: none"> <li>- UNIDO / ITPO Bonn <i>Bernardo Calzadilla-Sarmiento, Director, Trade Investment and Innovation, UNIDO</i></li> <li>- Federal Ministry for Economic Cooperation and Development (BMZ), Germany <i>Roland Guttack, Policy Officer, BMZ</i></li> <li>- Federation of African Pharmaceutical Manufacturer Associations (FAPMA) <i>Emmanuel Mujuru, Chairman, FAPMA</i></li> </ul>	Upper Conference Room, AAH
09:30-10:30	<b>Africa – the last frontier</b> <ul style="list-style-type: none"> <li>- African pharma market: opportunities &amp; challenges <i>Jean Mina, Associate Principal, McKinsey &amp; Company, Switzerland</i></li> <li>- What are African pharma companies looking for? <i>Emmanuel Mujuru, Chairman, FAPMA</i></li> <li>- How do investors/DFIs perceive the pharma opportunity in Africa? <i>Isabel Thywissen, Vice President Healthcare, DEG</i></li> </ul> <p>Discussion</p>	Upper Conference Room, AAH
10:30-11:15	<b>Networking</b> Tea/coffee break Parallel presentations by investors and other service providers at two info hubs	Lobby in front of Upper Conference Room, AAH
11:15-12:15	<b>Inside the African pharma market</b> Overview of African pharma by regions followed by Q&A. <ul style="list-style-type: none"> <li>- East Africa <i>Nazeem Mohamed, Chairman, Federation of East African Pharmaceutical Manufacturers (FEAPM)</i></li> <li>- Southern Africa <i>Gertrude Mothibe, Chairperson, Southern African Generics Medicines Association (SAGMA)</i></li> <li>- West Africa <i>Assane Coulibaly, Pharmaceutical Expert, UNIDO</i></li> </ul>	Upper Conference Room, AAH



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12:15-12:45	Increasing procurement from African pharma: Global Fund to Fight AIDS, Tuberculosis and Malaria <i>Mariatou Tala Jallow, Senior Manager, Global Sourcing Pharmaceuticals and Health Products, The Global Fund</i>	Upper Conference Room, AAH
12:45-13:00	Overview of the UNIDO Partnership Readiness Program <i>Kristopher Howard, Pharmaceutical Expert, UNIDO</i>	
13:15-14:30	Lunch break	Restaurant, Langer Eugen, 29 <sup>th</sup> floor
14:30-16:45	Individual company/country presentations by region in parallel break-out sessions Including tea /coffee break (15 minutes)	Langer Eugen (LE) 21 <sup>st</sup> floor
	<p>East Africa <i>Moderator: Martin Nicholson, Room LE 2105</i></p> <ul style="list-style-type: none"> <li>- Abacus Parenteral Drugs Ltd., Uganda</li> <li>- Dawa Limited, Kenya</li> <li>- Laboratory &amp; Allied. Ltd, Kenya</li> <li>- Ethiopia (Ethiopian Investment Commission)</li> </ul> <p>West Africa <i>Moderator: Nadine Vohrer, Room LE 2112</i></p> <ul style="list-style-type: none"> <li>- Francophone countries (UEMOA)</li> <li>- Dannex Limited, Ghana</li> <li>- Entrance Pharmaceuticals &amp; Research Center, Ghana</li> </ul> <p>Southern Africa <i>Moderator: Kristopher Howard, Room LE 2116</i></p> <ul style="list-style-type: none"> <li>- Doré Pharmaceuticals (Pty) Ltd, Namibia</li> <li>- NRB Pharma Zambia Limited, Zambia</li> <li>- Plus Five Pharmaceuticals (Private) Limited, Zimbabwe</li> <li>- Varichem Pharmaceuticals (Private) Limited, Zimbabwe</li> </ul>	
16:45-17:45	<p>Promoting health <u>and</u> industrial development – UNIDO support to local pharmaceutical production in Africa <i>Juergen Reinhardt, Project Manager and Senior Industrial Development Officer, UNIDO</i> <i>Shahid Hasan, Pharmaceutical Expert, UNIDO</i></p> <p>GMP Road Map - a Case Study from Kenya <i>Rohin Vora, Federation of Kenyan Pharmaceutical Manufacturers (FKPM)</i></p>	Langer Eugen 21 <sup>st</sup> floor Room LE 2105
16:45-18:30	(In parallel) Slot 1 and 2: B2B talks	Langer Eugen 19 <sup>th</sup> floor
18:00-18:30	Cocktail Reception	Restaurant, Langer Eugen, 29 <sup>th</sup> floor
18:30-21:00	Dinner	



TIME	ITEM	VENUE
<b>Friday, 2 March 2018</b>		
08:15-09:00	Slot 3: B2B talks	Langer Eugen 19 <sup>th</sup> floor
09:00-10:45	<p><b>Investment, technology and partnerships for African pharma: How to overcome key constraints?</b></p> <p><u>Market Access</u>  <i>Moderator: Sudip Chaudhuri, Indian Institute of Management, Calcutta</i></p> <ol style="list-style-type: none"> <li>Ethiopia's National Strategy and Plan of Action for Pharmaceutical Manufacturing <i>Tilahun Kassahun, Senior Policy Advisor, Ethiopian Investment Commission</i></li> <li>Industry perspective on regionalisation: the example of the East African Community / EAC <i>Nazeem Mohamed, Chairman, FEAPM</i></li> </ol> <p><u>Access to Technology</u>  <i>Moderator: Kris Howard, Pharmaceutical Expert, UNIDO</i>            Investment/technology transfer with African companies: perspectives of manufacturers</p> <ol style="list-style-type: none"> <li><i>Wilhelm Volk, Head International Business, 1A Pharma;</i></li> <li><i>Fritz Sacher, Head of Africa Strategy Realization, Merck KGaA;</i></li> <li><i>Pierre Linford, OTC Supply Chain, Group Procurement and Exports Manager, Adcock Ingram</i></li> </ol>	Upper Conference Room, AAH
10:45-11:15	Tea/Coffee Break	Lobby Upper Conference Room, AAH
11:15-12:15	<p><u>Access to Finance</u>  <i>Moderator: Duncan Onyango, Acumen Fund East Africa</i></p> <ol style="list-style-type: none"> <li>Why invest in African pharma? <i>Qahir Neki, Investment Manager, Catalyst Principal Partners</i></li> <li>Attracting affordable finance a company perspective <i>Henry Ocansey, Chief Finance Officer, Dannex Limited</i></li> <li>Medical Credit Fund – Can it be a model for pharmaceutical sector investment? <i>Dorien Mulder, Investment Manager, Medical Credit Fund/PharmAccess Group</i></li> </ol>	Upper Conference Room, AAH
12:15-12:30	Closure: Wrap-up and way ahead	Upper Conference Room, AAH
12:30	Snack	Lobby Upper Conference Room AAH
12:45-16:15	Slots 4-8: B2B talks	Langer Eugen 19 <sup>th</sup> floor
14:30-16:30	Farewell tea/coffee	



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