

**UNIDO**

**INVESTMENT AND TECHNOLOGY PROMOTION OFFICE**



**ACCESS TO TECHNOLOGY PANEL DISCUSSIONS**

**2 MARCH 2018**

# THE AFRICA PHARMA LANDSCAPE

## Location of the value chain

- Access to markets Local
- Order to cash
  - Sales and Marketing Local
  - Good Distribution Practice Local
- Manufacturing to GMP standards Local , but ....  
more Tech Transfer needed
- R&D International
- Access to global markets International
- Access to 'global funded' medications International

# INVESTMENT & TECHNOLOGY SUPPORT NEEDED IN AFRICA

- **Access to next generation drugs**
  - Both ethical and generic – not “old” dossiers ....
- **Access to international funding**
  - Global Fund / UNICEF / WHO / MSF / Other NGO’s
- **Access to global networks**
  - Networking with international partner(s)
- **Access to process optimisation**
- **Sourcing of capital equipment**
- **Reduction of multiple assessments by MNC’s and/or SRA’s**
- **Reduction in administrative burden when subcontracting to MNC**

# THE END GOAL – ALTRUISTIC & COMMERCIAL

- **ALTRUISTIC**
  - Start with investment in technology – Tech transfer
  - Job creation
  - Grow the economy
  - Grow the health care system
  - Grow the number of participants in the health care system
  - Grow the market – Pharma market especially
- **FUNDED MODELS NOT SUSTAINABLE / TECH TRANSFER SELF SUSTAINABLE**
  - Funded models are short term ..... Tech Transfer is long term
  - MNC's to continue with R&D ..... Africa does not do R&D
  - MNC's to empower Africa Manufacturing, - Marketing, - Distribution through strategic alliance agreements
- **COMMERCIAL – RETURN ON INVESTMENT – AN OPPORTUNITY**
  - MNC's to gain access to African markets through partners in Africa
  - Europe - both altruistic and commercial
  - India and China - more commercially focused