MARKET UPDATE

Vaccines for Introductions

Rota

Vaccine Industry Consultation,
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Background

- UNICEF presently procures on behalf of **35 Gavi supported countries**, **6 Gavi transitioned countries** and **5 self financing MICs** (Albania, Kiribati, Swaziland, Turkmenistan & State of Palestine)
  - 10 countries are pending introduction in 2019-20
  - Additional 8 are Gavi-eligible but not yet applied
  - Demand from MICs is minimal
- UNICEF has **5 LTAs** for RV from 4 WHO PQ manufacturers valid for 2017-2021.
  - ~88% of contracted supply for Gavi-supported countries is for RV1-1ds,
  - RV product presentations are diversified; countries favor liquid vaccines, lower cold chain requirements, ease of administration,
  - Tier pricing for MIC countries, price parity with Gavi from one manufacturer.

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Vaccine presentation</th>
<th>Price per course</th>
<th>LTA Duration</th>
<th>Schedule</th>
<th>Cold chain/cm³</th>
<th>Storage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bharat Biotech (India)*</td>
<td>RV1-5 dose, frozen</td>
<td>USD 2.55</td>
<td>2019-2021</td>
<td>3-doses</td>
<td>12.6</td>
<td>-20C</td>
</tr>
<tr>
<td>GlaxoSmithKline (Belgium)</td>
<td>RV1-1dose, liquid</td>
<td>EUR 3.76</td>
<td>2017-2021</td>
<td>2-doses</td>
<td>34.2</td>
<td>2-8C</td>
</tr>
<tr>
<td>SII (India)</td>
<td>RV5- 2dose, Lyo.</td>
<td>USD 2.85</td>
<td>2019-2021</td>
<td>3-doses</td>
<td>13.05</td>
<td>2-8C</td>
</tr>
<tr>
<td>Merck (USA)</td>
<td>RV5-1dose, liquid</td>
<td>USD 9.6</td>
<td>2017-2021</td>
<td>3-doses</td>
<td>138.9</td>
<td>2-8C</td>
</tr>
</tbody>
</table>

* UNICEF holds 2 LTAS: Supply for Gov. of India and for other Gavi-supported countries
Planned rotavirus vaccine introductions, and delays due to the supply disruption - countries still reviewing products

- Bangladesh
- Nepal
- Benin
- DRC

India (5 states*)

- Liberia
- Lesotho
- Uganda

India (4 states*)

- Cote d’Ivoire
- Afghanistan

Pakistan (6 districts*)

- Sao Tome e Principe
- Pakistan (national)

Notes:
- 10 countries pending introduction.
- 8 eligible but not applied

Bold = Gavi countries in late transition.

*Introduced with self-financing

Introductions delayed by 8-12 months
• There has been rapid RV introduction in Gavi-supported countries
• Insufficient supply, quality and technical manufacturing issues in 2017-2018 slowed introductions; most large countries delayed introductions
• **Improved supply 2019 onwards** will allow additional introductions to large countries
• **Market imbalance** poses supply risks; supply of RV5-1 dose (Merck) will not be available through UNICEF beginning in 2020
Lessons learnt and way forward

• There has been major market disruptions impacting supply and countries’ confidence in the market.
  ➢ This necessitated intensive Alliance effort in supporting countries affected by supply disruption to review and adopt alternative vaccines.
  ➢ Product/presentation diversity, lack of evidence and guidance on product interchangeability to provide alternatives to countries if there are production disruptions or supply constraints.

• Countries are putting into consideration cold chain volume and presentation when reviewing products;
  ➢ Countries favor liquid vaccines with lower cold chain requirement; need for innovative products/acceleration of suitable 2nd generation products
  ➢ One existing country affected by RV5-1 ds availability has transitioned and three countries are expected to transition to alternative RV during 1st half of 2020,
  ➢ UNICEF will continue to explore options to accelerate introduction in self-financing MICs.

• New tender planned in Q3 2020, for supply 2022 onwards; focus is supply security.
Thank You