

Nutrition Supply Forum

1st to 3rd November 2023

UNICEF Supply Division, Copenhagen

Overview of Nutrition Procurement

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Welcome to UNICEF Supply Division

SUPPLY DIVISION: CRITICAL FUNCTIONS

- Supports results for children with an **effective, efficient supply operation**
- Helps meet UNICEF Core Commitments for Children in emergencies by providing **rapid response to emergency supply and logistics** needs
- Contributes to **influencing markets** to ensure sustainable access to essentials supplies for children
- Serves as a **centre of expertise** and knowledge on essential supplies for children and supply chains, while **building capacities of national governments**
- Provides **procurement services** to governments and development partners on strategic and essential supplies
- Establishes **policies for supply chain** activities
- Uses **product innovation** to increase results and decrease costs



EVOLUTION OF THE SUPPLY FUNCTION





Towards 2030: An Ambition Renewed

PRINCIPLES Accountability **Access** Anti-racism and Non-discrimination Equity / Inclusion / LNOB Gender Equality Human Rights Humanitarian Principles

CROSS-CUTTING PROGRAMMES Climate Action Disability Gender Peacebuilding Resilience

Enablers Change Strategies Medium-Term Changes (by 2025) Long-Term Results (by 2030) Impact



Sphere of control and accountability

Sphere of influence

Vision

SUPPLY STRATEGIC PRIORITIES 2022–2025



Emergency preparedness and response

UNICEF and governments have improved emergency preparedness planning that include all relevant supply elements and improved timeliness of procurement, transport and delivery of supplies for emergencies



Strategic procurement and delivery

Supply Division's procurement and delivery advances access to essential supplies and services with a focus on areas where UNICEF has the strongest comparative advantage



Market influencing and product innovation

Businesses are engaged in the development of innovative products; and country programmes together with governments generate demand and implement products which meet programmatic needs and benefit children and families



Financing partnerships and solutions

Countries' domestic and domestically-mobilized financing have increased and access to essential commodities for children (and their families) has improved



Systems strengthening

An increasing number of countries independently manage their national supply chains in the areas of health, nutrition and education efficiently, effectively and with technical long-term sustainability



Digitalization of the supply chain

Decision making is supported by improved access to real-time data and evidence and the UNICEF supply chain is optimized through the use of digital solutions and new technologies



Strategic partnerships

The expertise, technologies, networks and resources of public and private sector partners are increasingly leveraged, based on shared interest, to advance access to essential supplies for children



People and culture

The Supply Community has progressed in becoming a more agile, diverse, high performing & connected workforce thriving in a nurturing, inclusive and empowering organizational culture

SUPPLY DIVISION

Copenhagen | Valencia | Budapest
New York | Addis Ababa

43%
MEN

541
STAFF

57%
WOMEN

44% from
PROGRAMME
COUNTRIES



56% from
DONOR
COUNTRIES

EXPERTISE

- Market experts
- Monitoring specialists
- Product experts
- Pharmacists
- Financing experts
- Logisticians
- Buyers
- Warehouse managers
- Shipping experts
- Quality assurance
- Nutritionists
- Planners/Forecasters
- Architects
- Engineers
- Inspectors

UNICEF Staff Team
Award 2020 & 2021



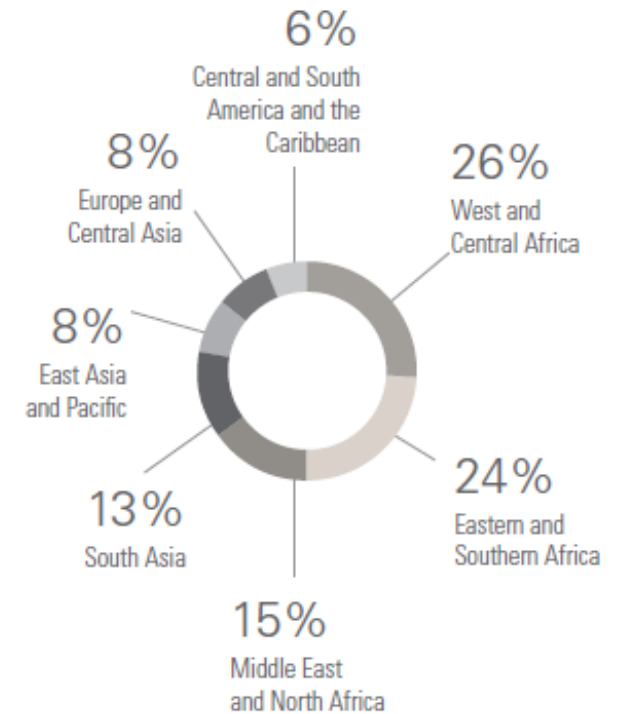
- **2021 North-South Prize of the Council of Europe** for the COVAX Mechanism (UNICEF, Gavi, CEPI, WHO)
- **2022 Supply Chain Excellence Award** with Crown Agents for a COVID-19 help desk to advise countries on cold chain vaccine logistics & storage

SUPPLY COMMUNITY 2022

1,308
Staff

UNICEF Staff
Team Award 2021

The Supply's Community presence
in UNICEF programme countries



10,174
years of experience
working for UNICEF



55%
men
45%
women



147
number of nationalities
they represent



116
countries where
they are based



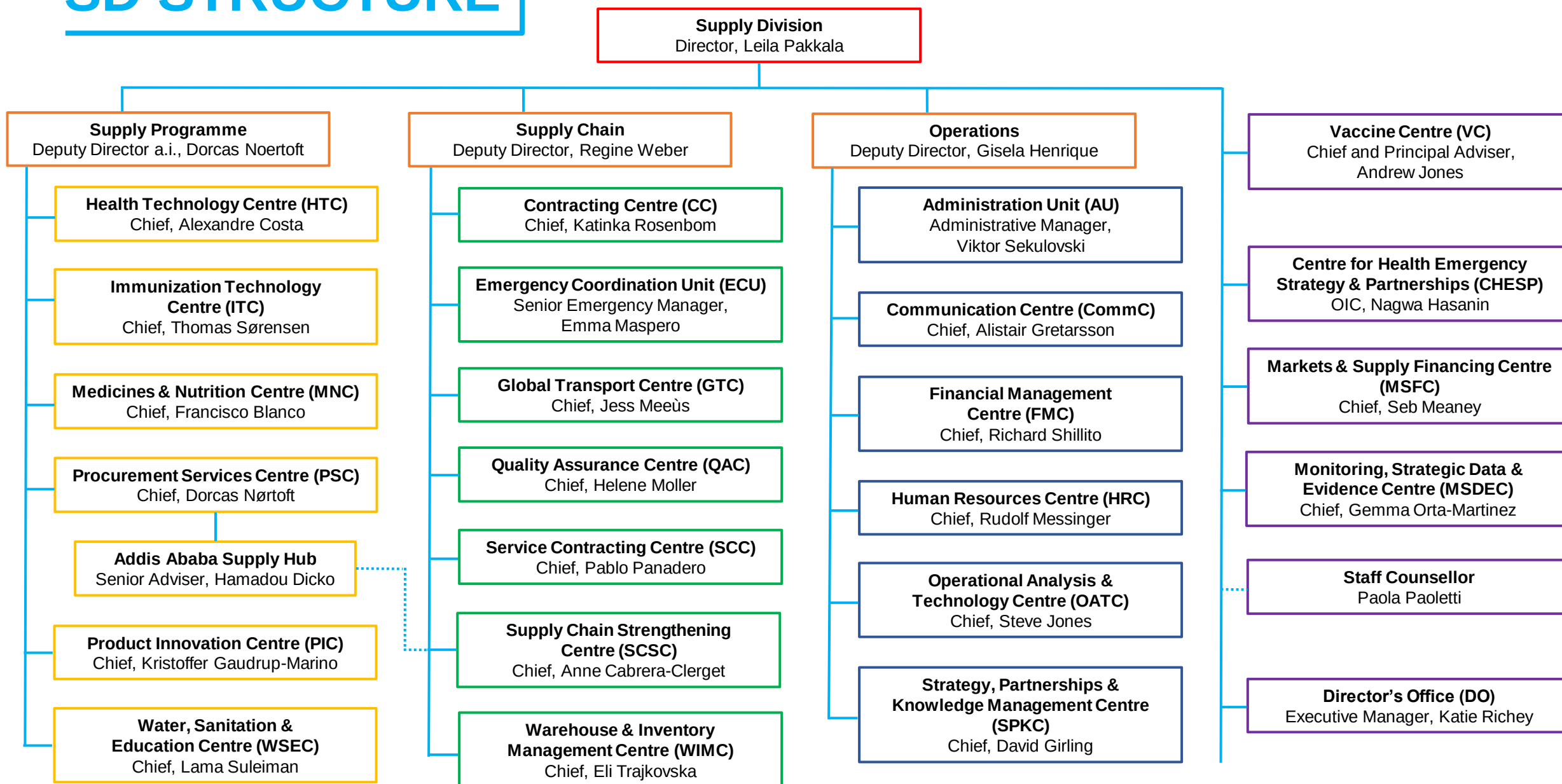
198
offices where they work



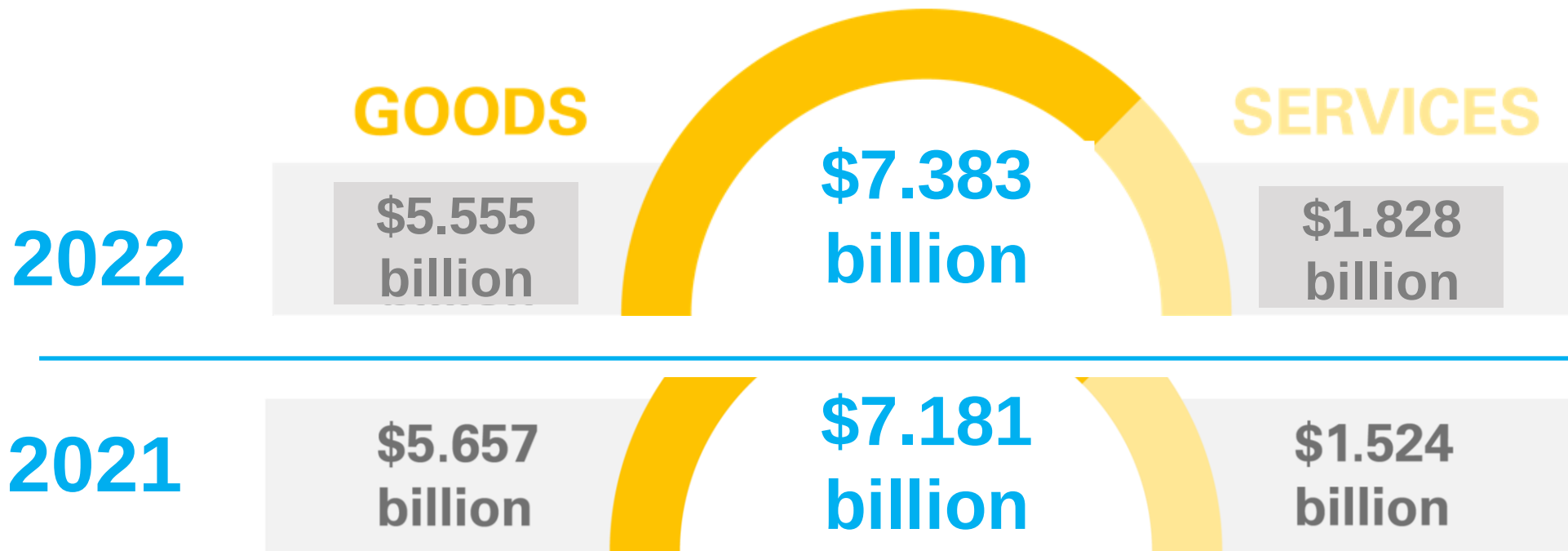
73%
from programme countries
27%
from donor countries



SD STRUCTURE



UNICEF PROCUREMENT VALUE



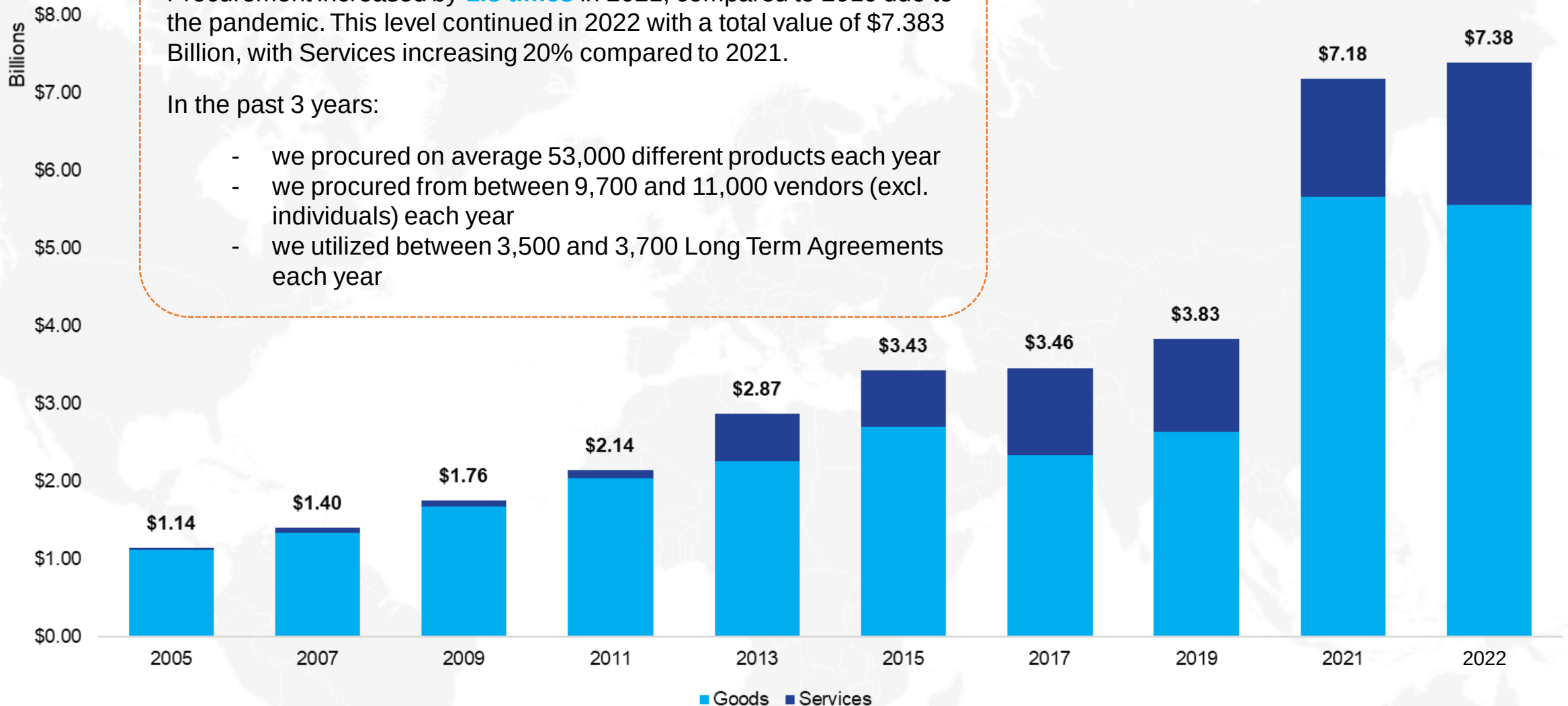
- In 2022 UNICEF procured **\$7.383 billion worth of supplies and services** – representing a 3 per cent increase from 2021 levels and a 93 per cent increase from 2019 (pre-pandemic) levels.
- The 2022 levels were driven by the response to new and ongoing emergencies, the Food Insecurity Crisis, and continued demand for construction services

UNICEF procurement: 2005-2022

Procurement increased by **1.8 times** in 2021, compared to 2019 due to the pandemic. This level continued in 2022 with a total value of \$7.383 Billion, with Services increasing 20% compared to 2021.

In the past 3 years:

- we procured on average 53,000 different products each year
- we procured from between 9,700 and 11,000 vendors (excl. individuals) each year
- we utilized between 3,500 and 3,700 Long Term Agreements each year



TOP COMMODITY GROUPS 2022



\$3.736 billion **Vaccines/biologicals**

- **3.429 billion** doses of vaccines for **108 countries**.
- COVAX delivered **924.6 million** doses of COVID-19 vaccine to **113 countries**.
- UNICEF managed the delivery of more than **977.9 million** COVID-19 vaccines to **92 countries**.



\$322.1 million **Medical supplies and equipment**

- includes **\$321 million** PPE items to 121 countries.
- UNICEF delivered 2.4 billion syringes for immunization and 22.1 million safety boxes.



\$164.6 million **Cold chain equipment**

- **\$84.6 million** in solar-powered systems procured for **63 countries**.



\$392.4 million **Nutrition**

- **68,702 metric tons** of RUTF delivered to **64 countries**.
- A **90 per cent** increase from 2021



\$134.3 million **Education**

- **162,830** education kits procured for **52 countries**.



\$188.7 million **Water and sanitation**

- **2.191 billion** purification tablets and sachets to treat 62 billion litres of water.



\$149 million **Pharmaceuticals**

- **221 million** amoxicillin pneumonia tablets for children under 5 years old in **41 countries**.
- **88.6 million** cotrimoxazole tablets to **21 countries**.
- **24.2 million** ACT malaria treatments to **25 countries**.



\$81.5 million **Bed nets/insecticides**

- **18.6 million** LLINs were delivered to **21 countries**.

* by procurement value

SERVICES 2022



\$300 million **Construction services**

A **16%** increase compared to 2021.



\$266.3 million **International freight services**

- the value of international freight services increased by **17%** from 2021.
- represents 15,402 international shipments transporting 244,963 metric tons of supplies.



\$190.9 million **Local technical workforce**

HR support included

- sharing expertise with governments.
- implementing social mobilisation campaigns.
- providing temporary labour for programmes.



\$117 million **Research, surveys, monitoring and evaluation services**

Includes programmatic research, surveys, market and supply chain analyses, and programme implementation monitoring and evaluation.



\$124.4 million **In-country logistics and warehousing services**

includes road cargo, transport, storage, local aircraft charters, customs brokerage and clearance services, and warehousing. A **36%** increase from 2021



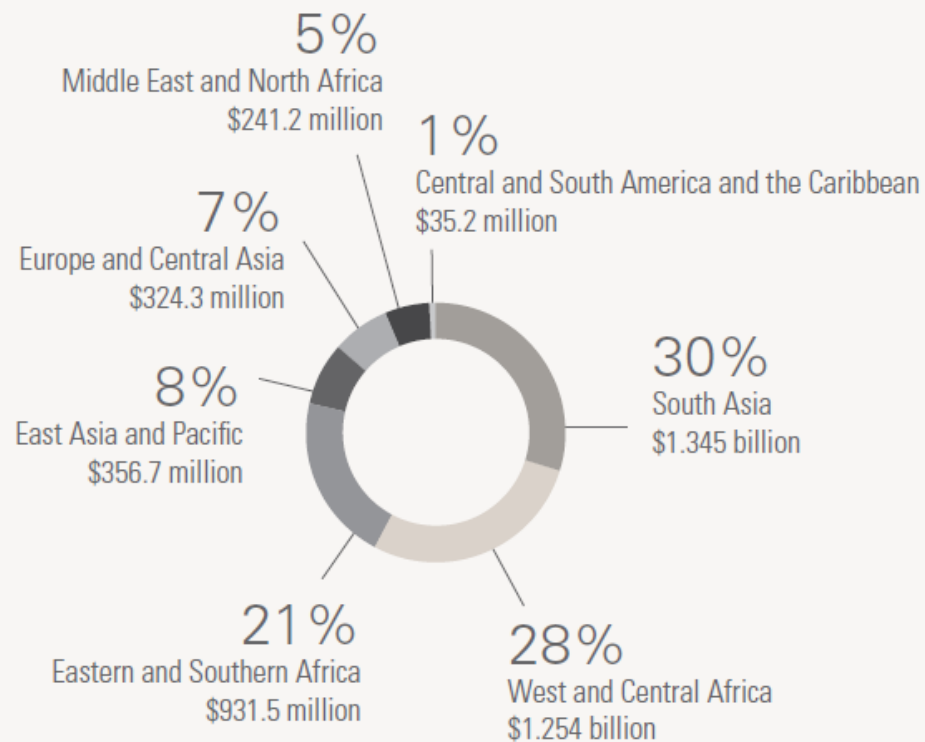
\$211.3 million **Cash and voucher assistance**

directly provided to beneficiaries and can be used for goods or services. A **22%** increase from 2021

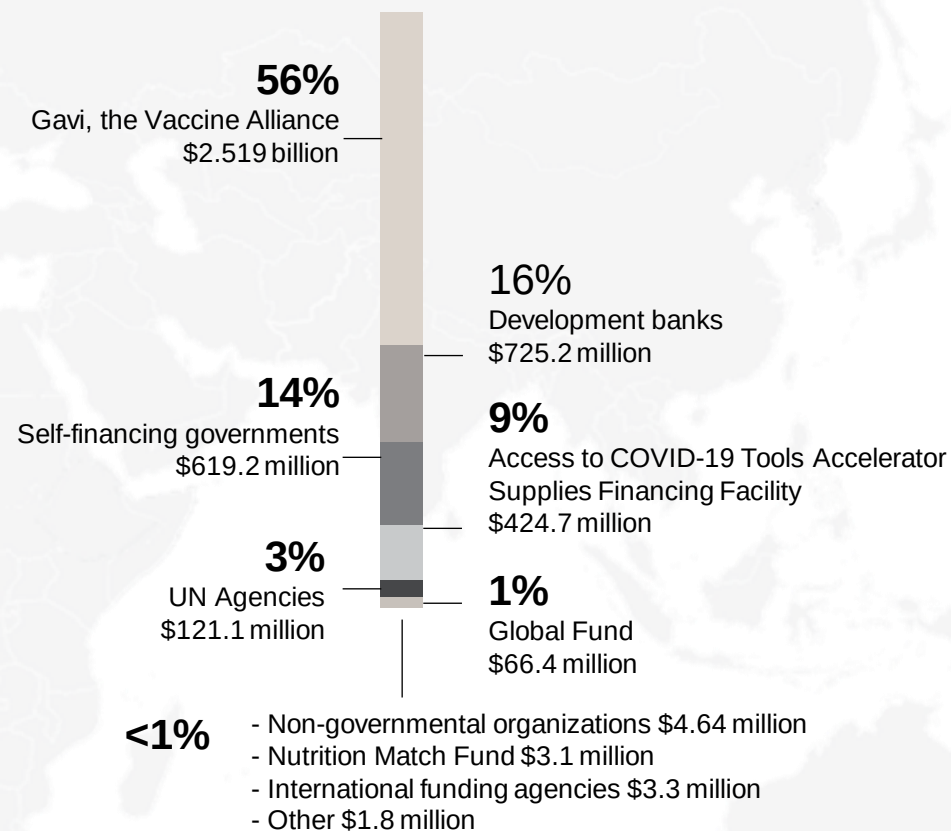
PROCUREMENT SERVICES 2022

In 2022, Procurement Services supported **129 countries** to access **\$4.488 billion** in life-saving supplies.

By Region



By Funding Source



SUPPLIER COUNTRIES

Over \$200 million

Belgium
\$1,274.7

United Kingdom
\$878.5

United States
\$792.6

India
\$589.2

Denmark
\$361.8

France
\$270.7

Yemen
\$251.3

China
\$225.8

Switzerland
\$218.4

\$100 million – \$200 million

Indonesia \$138.4
Pakistan \$132.2
Republic of Korea \$116.7
Lebanon \$114.3

\$80 million – \$100 million

Kenya \$94.7
United Arab Emirates \$88.9
Luxembourg \$85.2
Afghanistan \$82.2
Singapore \$80.9

\$60 million – \$80 million

Ukraine \$74.2
Bangladesh \$70.0
Germany \$65.8
Netherlands \$65.5
Nigeria \$63.7
South Sudan \$62.4
Ethiopia \$61.6

\$40 million – \$60 million

Türkiye \$56.5
Jordan \$46.7
Russian Federation \$46.5
Sudan \$46.0
South Africa \$44.5
Niger \$41.9

\$20 million – \$40 million

Democratic Republic of the Congo \$33.7
Uganda \$33.0
Italy \$32.4
Burkina Faso \$26.8
Somalia \$25.5
Madagascar \$25.4
Spain \$25.3
Iraq \$22.2
Brazil \$21.1
Chad \$20.5

\$15 million – \$20 million

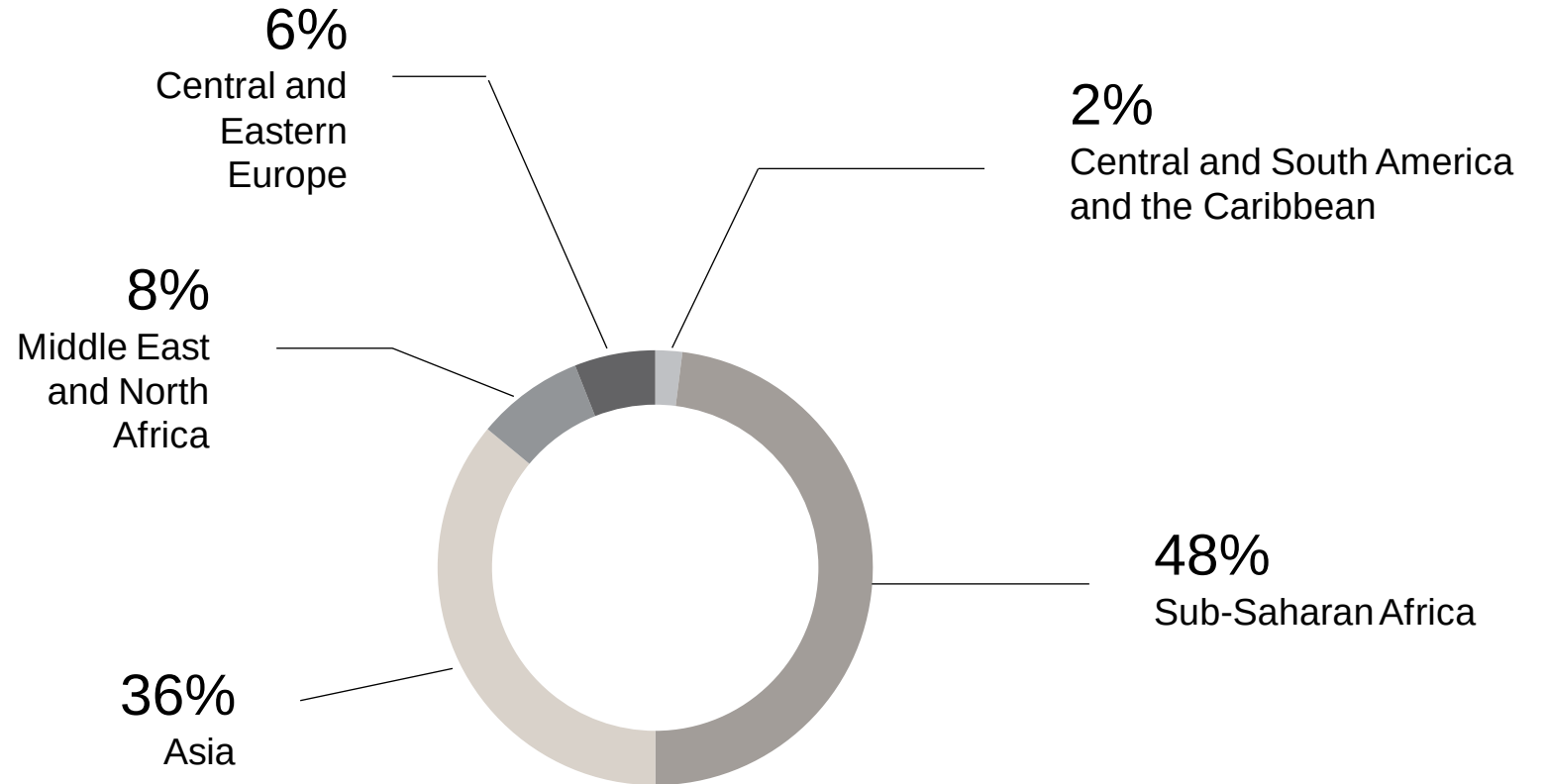
Mozambique \$18.4
Greece \$18.0
Cyprus \$16.9
Japan \$16.7
Burundi \$15.3

\$10 million – \$15 million

State of Palestine \$14.9
Côte d'Ivoire \$14.8
Ireland \$14.3
Poland \$13.8
Austria \$13.8
Haiti \$12.5
Mali \$12.5
Sweden \$12.5
Malawi \$12.1
Myanmar \$12.1
Zimbabwe \$11.2
Colombia \$10.5
Syrian Arab Republic \$10.0

(based on country of invoice,
\$ value in millions)

REGIONS WHERE SUPPLIES WERE USED, 2022



UNICEF GLOBAL SUPPLY HUBS

Copenhagen | Dubai | Panama City | Brindisi | Guangzhou

In 2022, deliveries from the Global Hubs reached \$363 million – 31 per cent higher than the prior all-time high of \$278.1 million in 2021



409,551 kits delivered to **77 countries and areas**

- **179,729** medical kits
- **108,337** standard classroom kits
- **66,968** WASH & dignity kits
- **26,266** recreation kits
- **19,869** early childhood development kits
- **6,893** country-specific classroom kits
- **1,465** adolescent kits



Type and Scale of Humanitarian Response in 2022

UNICEF

responded to

442

**HUMANITARIAN
SITUATIONS**

in

128

**COUNTRIES
REPORTING**



187 HEALTH
EMERGENCY

(epidemic, influenza-human
pandemic, Covid-19)



94 NATURAL
DISASTERS

(hydro-meteorological)



62 SOCIO-POLITICAL
CRISIS

(acute economic crisis,
conflict/civil unrest, human
rights crisis)



54 OTHER HUMANITARIAN
SITUATIONS



33 NUTRITION
CRISIS



12 NATURAL
DISASTERS

(geo-physical)



This map is stylized and not to scale. It does not reflect a position by UNICEF on the legal status of any country or area or the delimitation of any frontiers. The dotted line represents approximately the Line of Control agreed by India and Pakistan. The final status of Jammu and Kashmir has not yet been agreed by the Parties. The final boundary between the Republic of the Sudan and the Republic of South Sudan has not yet been determined.

EMERGENCY PREPAREDNESS & RESPONSE – 2022

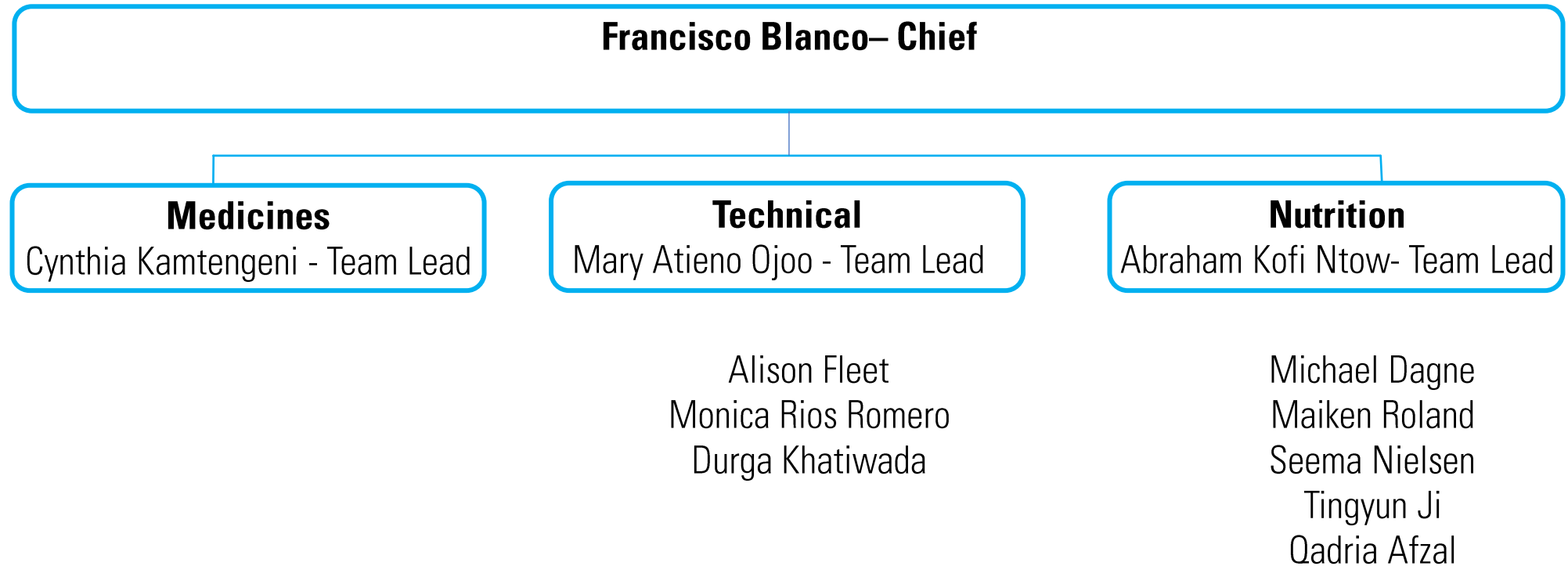
- **Ukraine and outflow countries** – over \$100M of supplies arrived in Ukraine
- **Afghanistan** – deepening crisis: economic, nutrition, social, and education; World Bank Health Emergency Response (HER) Project & education supply
- **Yemen** – high supply needs for health, nutrition and education & complex logistics
- **Horn of Africa** (Somalia, Kenya, Ethiopia) – continued worsening of drought conditions; mass scale-up of RUTF
- **Sahel** (Benin, Burkina Faso, Côte d'Ivoire, Mali, Niger, Togo) – Regional-led response using regional warehouses and stockpile
- **Haiti** – disease outbreaks and insecurity crisis
- **Pakistan** – prepositioned supplies key in first wave response; charter flights; local procurement & kitting of education supplies
- **Multiple health emergencies** - Ebola, Marburg, cholera (29 countries)
- **Undeclared emergencies** – multiple tropical storms in Madagascar and the Philippines; pre-positioned supplies utilized
- **COVID-19** – Vaccines and auxiliary supplies, therapeutics, oxygen, PPE

Universal factors: Timely decision-making & agility, Real-time Monitoring, Preparation saves time and money

Supply Division

Medicines and Nutrition Center

Medicines and Nutrition Centre (2023 organigram)



Focus areas for Medicines and Nutrition

Procurement focus that addresses UNICEF **programmatic priorities**

Follow and promote **WHO recommendations** on selection and use of medicines and international guidelines on nutrition

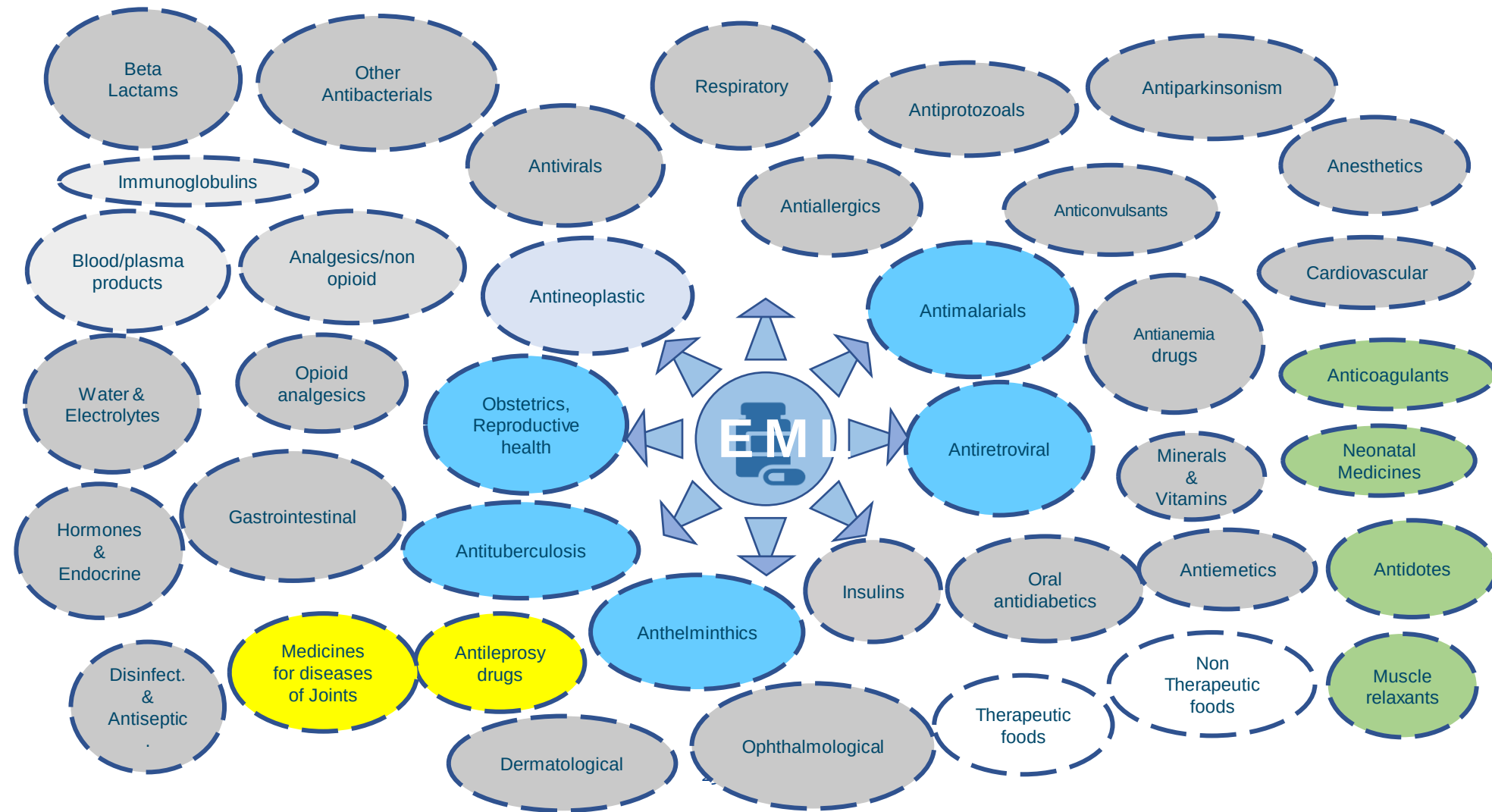
Ensure availability of **affordable** essential medicines and nutrition supplies for primary health care and emergency relief

Develop **sources and market** for priority products

Ensure capacity to excel in **procurement activities** (quality assurance, selection, contracting, supply chain management)



UNICEF Medicines & Nutrition Product Portfolio



Essential Supplies for Health Programmes - Product Focus

Nutrition

- Products for treatment of wasting
- Supplementary food for moderate wasting
- Micro-nutrient deficiencies

Medicines

Essential medicines for Primary Health Care, including non-communicable diseases and emergency relief

Health Kits

Development and supply of kits for delivery of basic services, including in emergencies

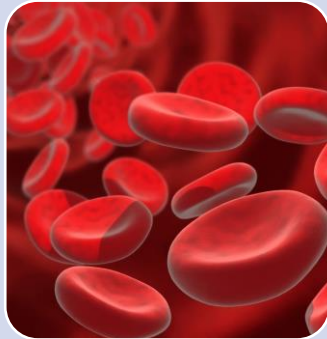
Overview of Nutrition Commodities

Products in the Nutrition Portfolio



Wasting

- RUTF paste
- RUTF Biscuit
- Therapeutic milks



Anemia

- Iron 60mg
- Iron 60mg & Folic acid 400mcg (blis/100 tbs)
- Folic acid 5mg
- Iron 60mg and Folic acid 2800mcg
- Ferrous oral solution 125mg
- Multiple micronutrient supplements (MMS)



Food fortification

- Salt test kits (iodate/iodine)
- Iodine Salt
- Staple fortification premixes



Micro-nutrients

- Vitamin A
- Multiple micronutrient powders (MNPs) standard & customized
- Micronutrients – B6, B3, B2
- CMV – vitamin and mineral premix



Foods for Humanitarian Emergency response

- Super cereal and Super-cereal plus
- High Energy Biscuits
- Emergency Food rations
- Infant formula (RUIF/ Powder)



Lipid based supplements

- SQ-LNS
- MQ-LNS
- BEP - PLW

Procurement value of Nutrition Portfolio

Wasting

- RUTF paste
- RUTF Biscuit
- Therapeutic milks

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Micro-nutrients

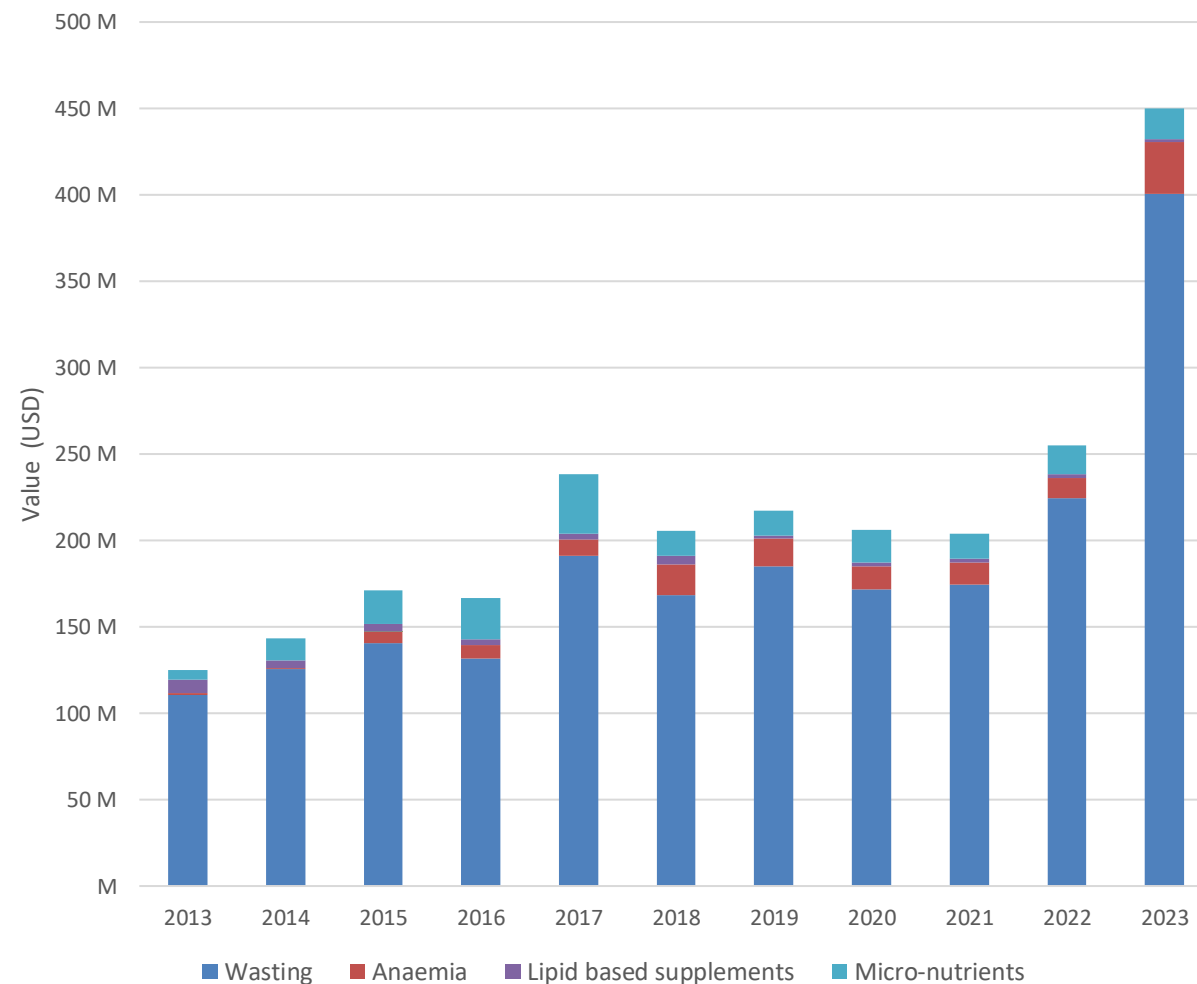
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Lipid based supplements

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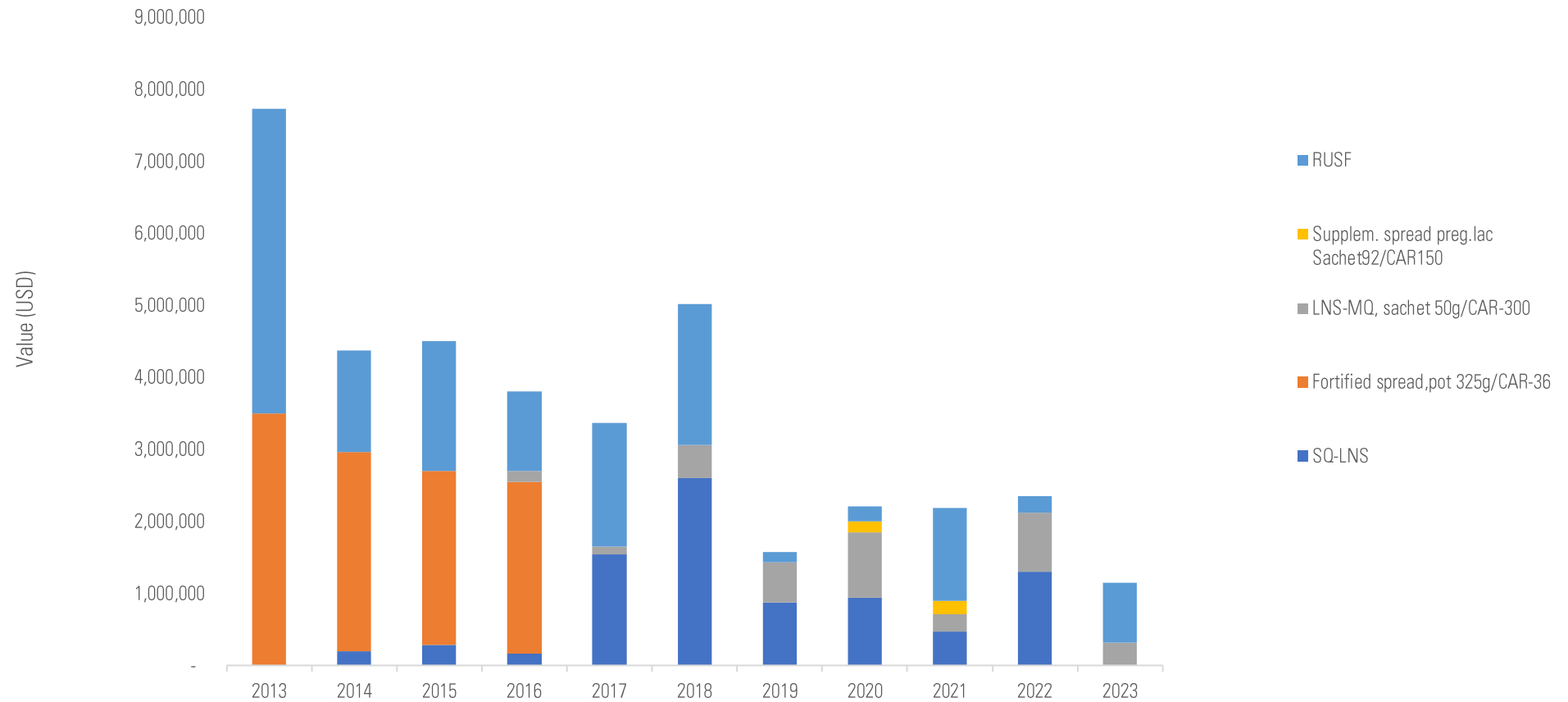


Data based on PO delivery date, as of end of October 2023

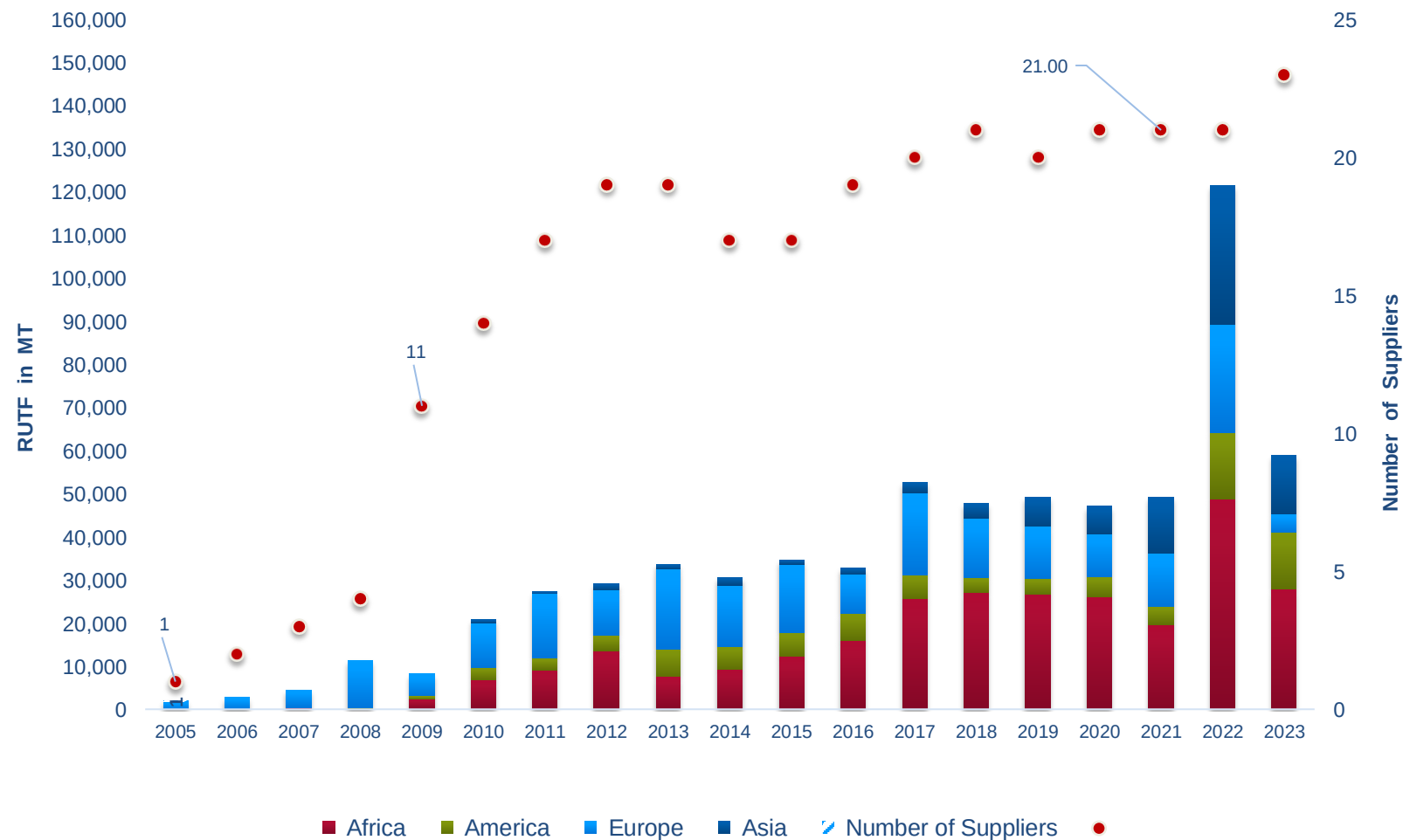


RUTF paste and other LNS products

UNICEF procurement of LNS

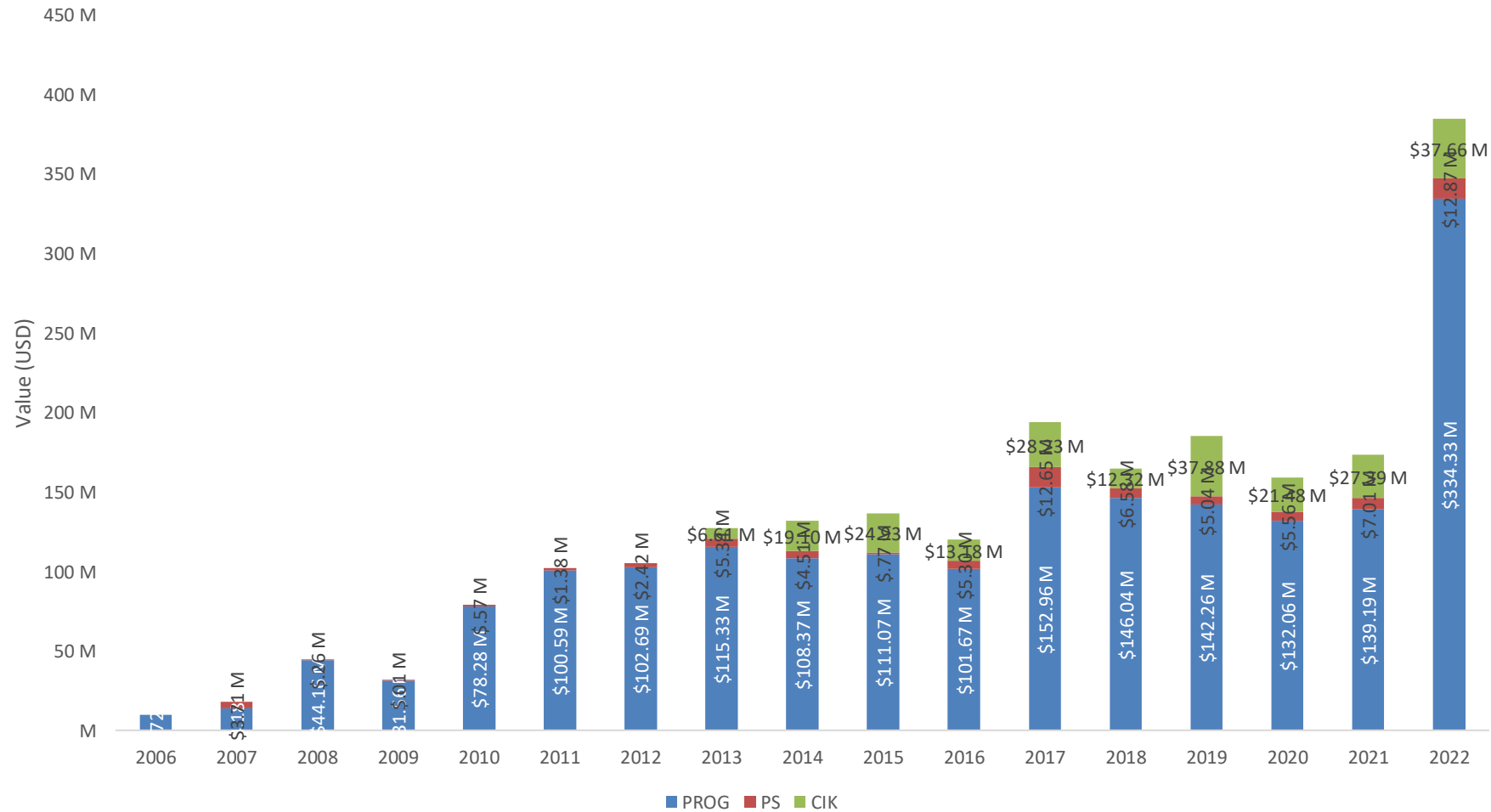


RUTF Procurement 2016-2023 by vendor location in MT

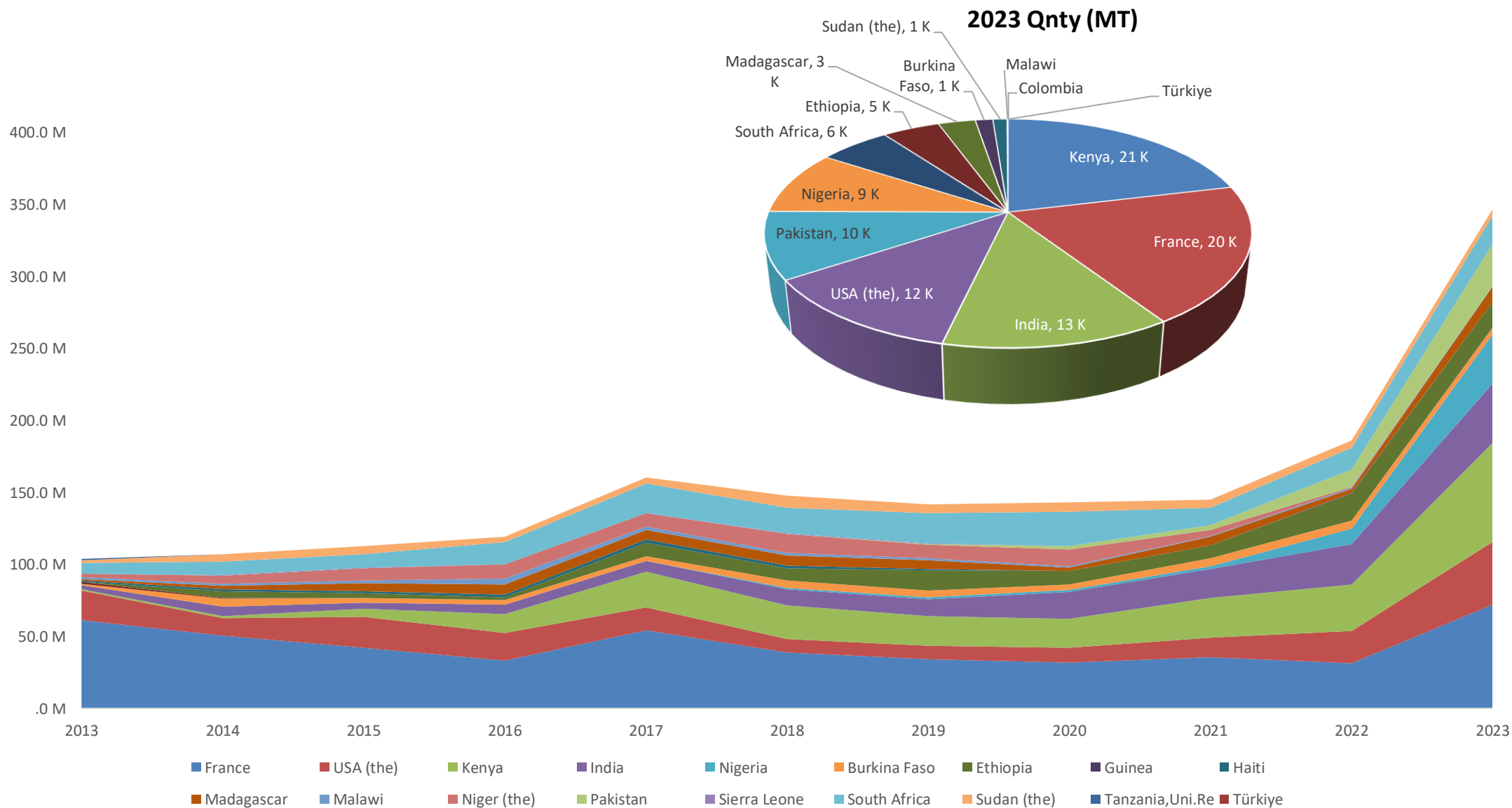


Data based on PO issuance date, as of end of October 2023

RUTF procurement and contributions-in-kind 2016-2023

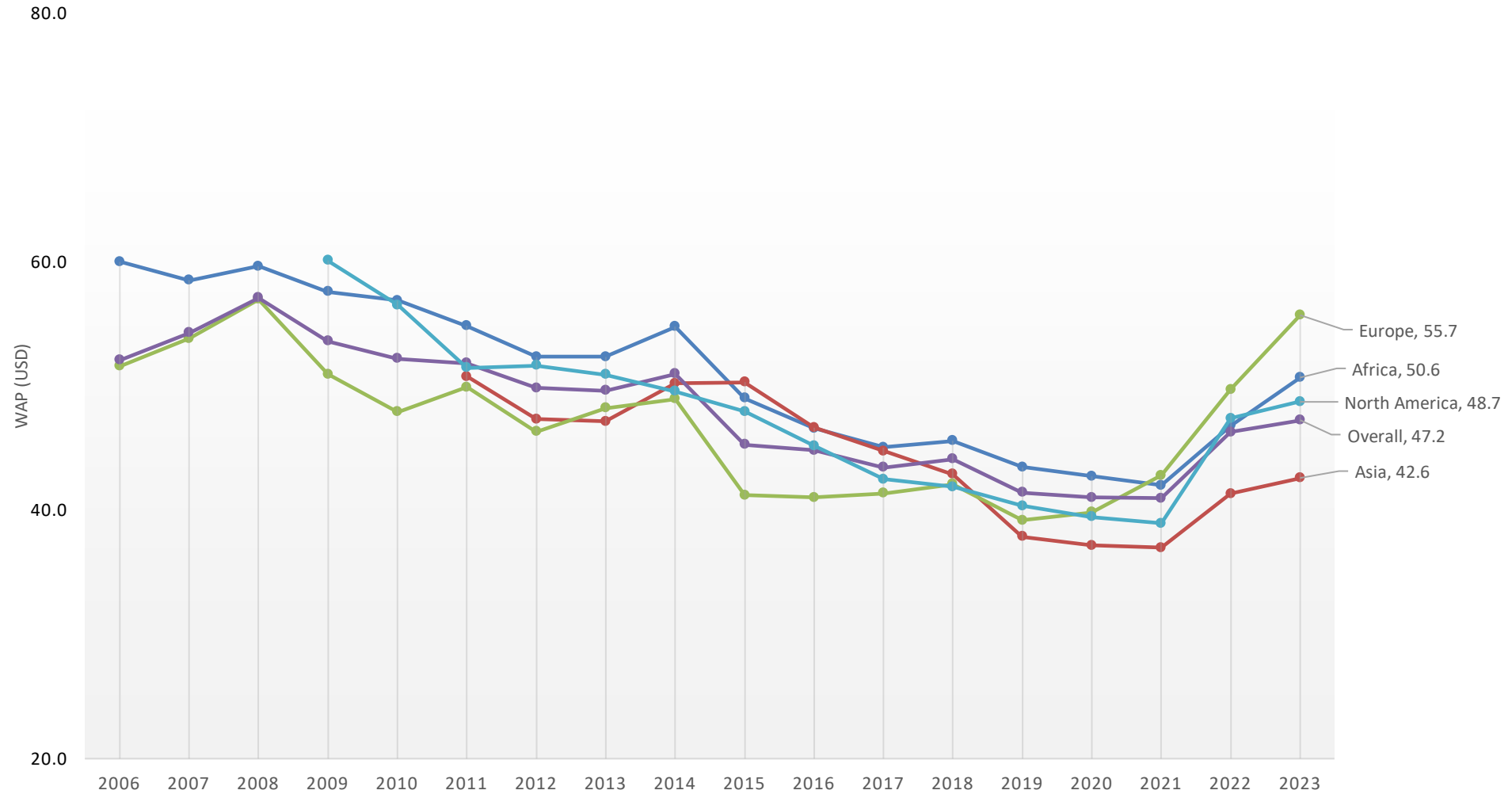


RUTF Procurement Value per Vendor Country



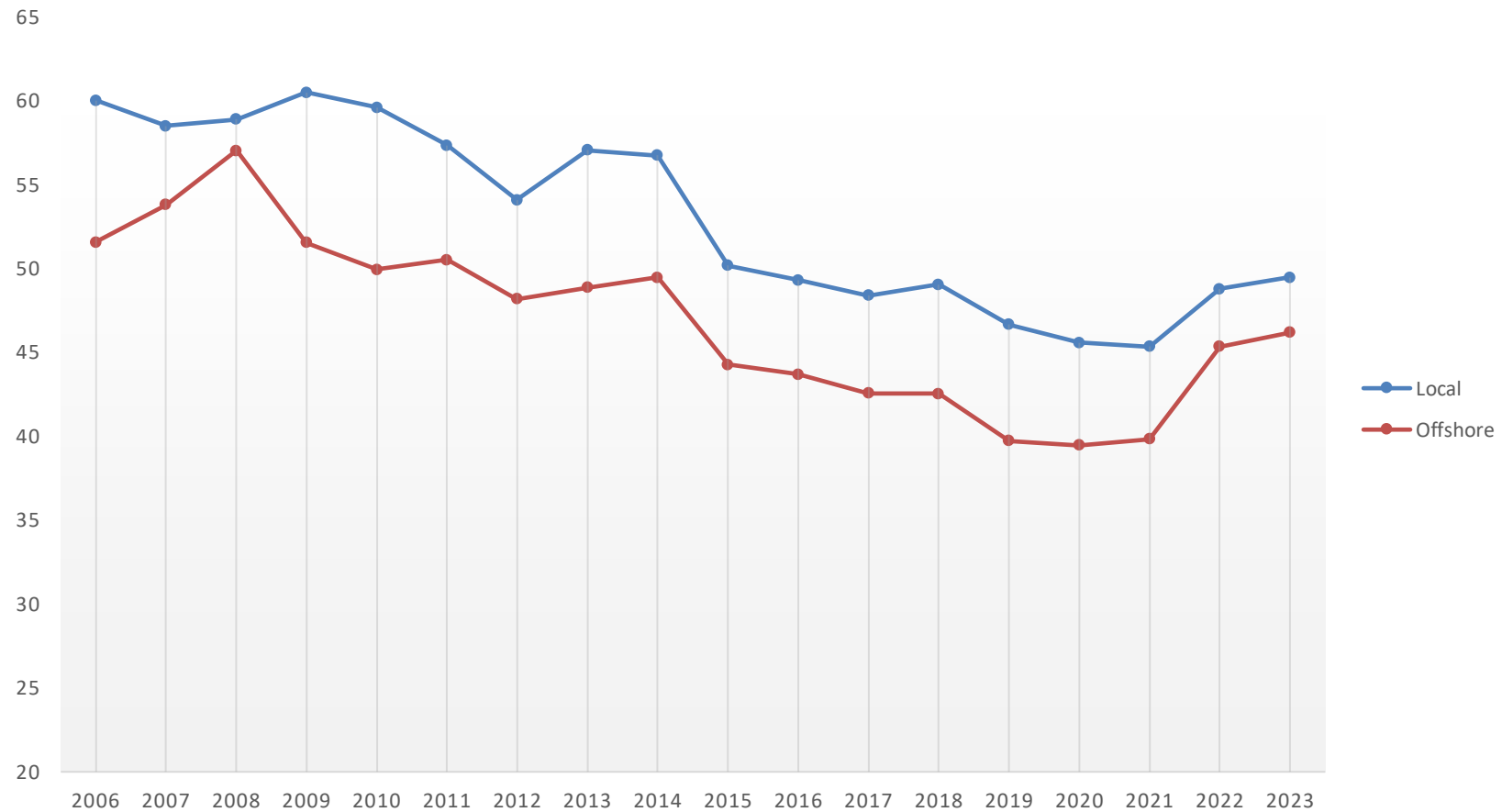
Data based on PO delivery date, as of end of October 2023

RUTF : WAP per vendor location



WAP = price excluding freight and customs clearing

RUTF paste: Weighted Average Price off-shore (imported) and local



RUTF paste – tender progress

- Commercial and technical evaluation is completed
- Allocation and internal adjudication of awards by CRC
- Award letters and LTAs (

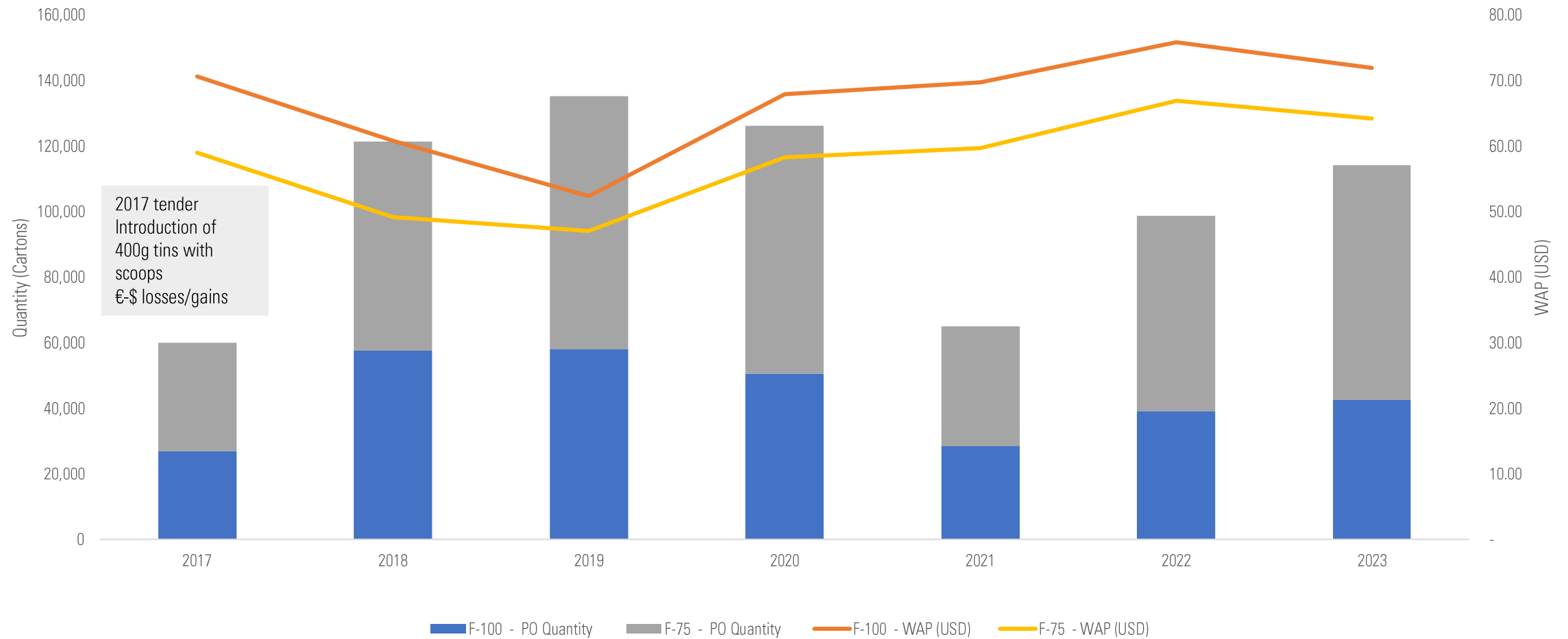
RUTF – key messages

- RUTF remains UNICEF's number one nutrition commodity in volumes and value
- Raw material price volatility in 2022 had an impact but the trend is expected to decline in line with commodity prices
- New tender evaluation is completed, and awards expected soon.
- Funding visibility is impacting scale and duration of contracts

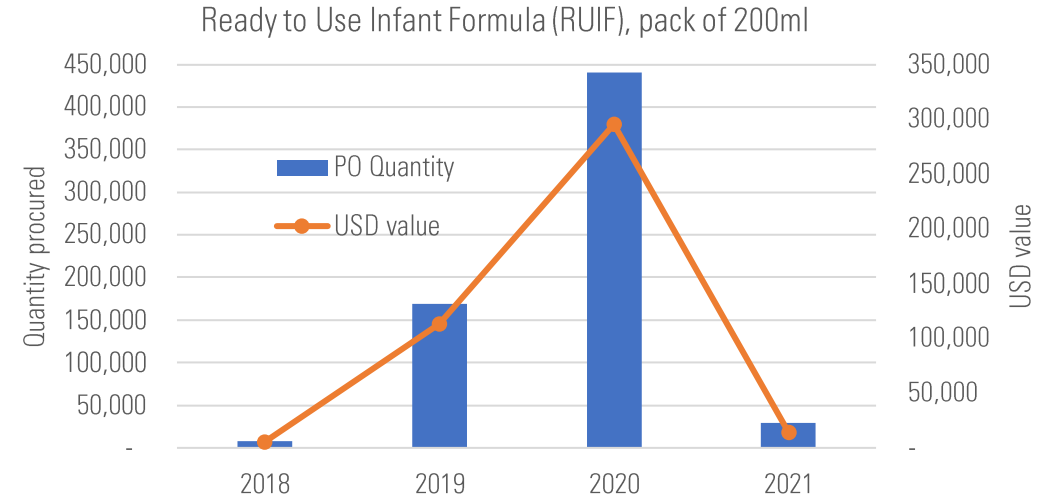
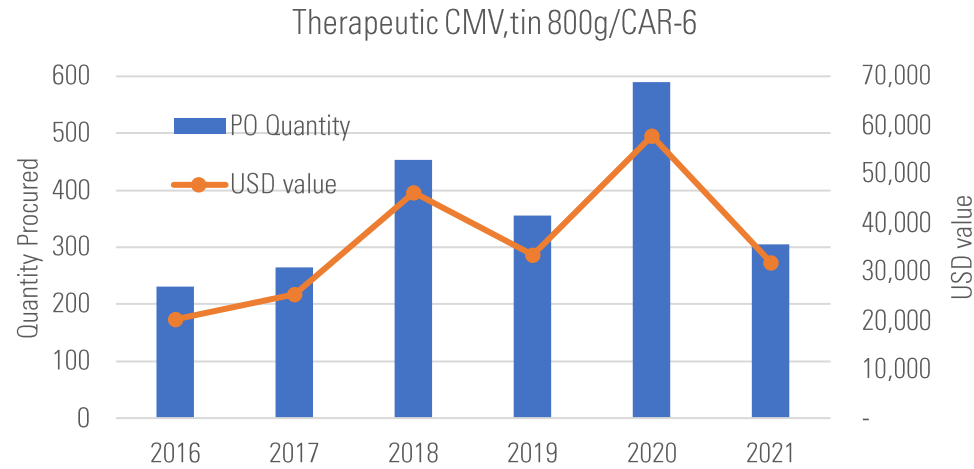


Therapeutic Milk, CMV and RUIF

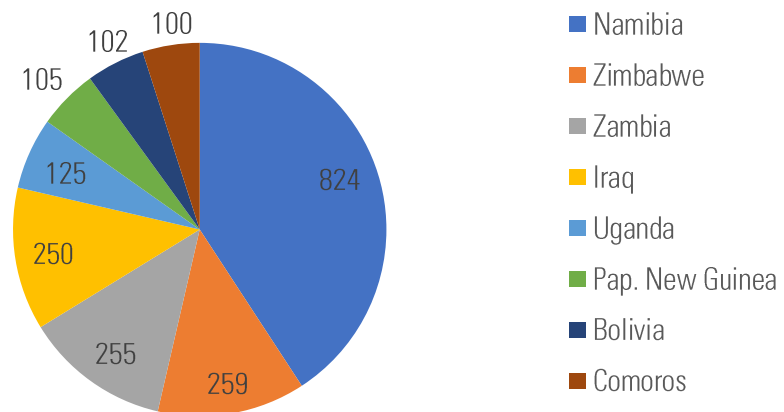
Therapeutic Milk – procurement volumes & WAP



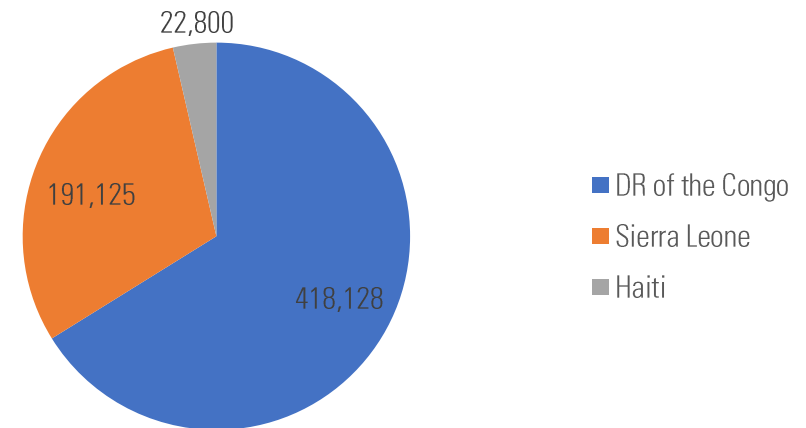
Therapeutic CMV and RUIF – procurement and deliveries



8 countries with orders >100 cartons of CMV for 2016-21



Countries receiving >20,000 packs of RUIF for 2016-2021



Therapeutic Milk – key messages

- Two LTA holders for 400g cans approved in last tender.
- Price in USD has increased over the years, due to quality requirements and the competition for production capacity from high value infant formula products. Volatility in raw material prices in 2022 had an impact on the WAP. This is expected to stabilize going forward.
- Forex also has an impact on the WAP (USD).
- Country preference is still the 400g.
- LTA in place for RUIF for use in humanitarian settings and prepositioning efforts are underway to reduce the lead time.



Fortified blended foods, high energy
biscuits and compressed food bars

Fortified blended foods, HEB and compressed food bars (procurement in MT & \$)



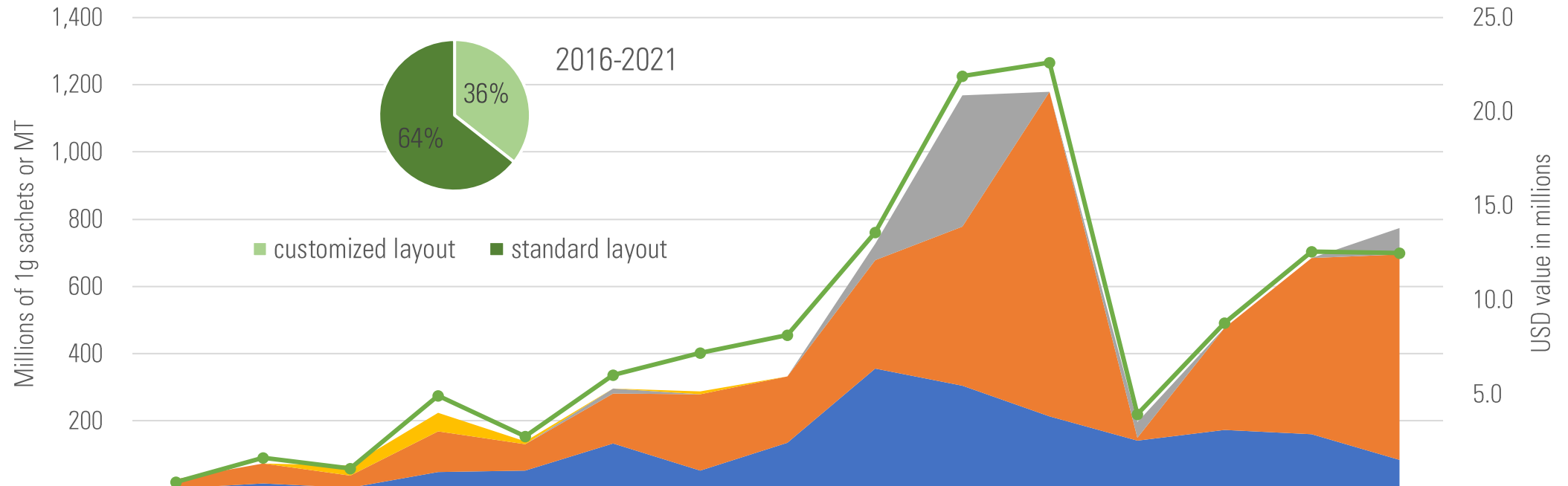
Fortified blended foods, HEB & food bars – COs receiving >100 MT for 2016-21

RUTF biscuits	in MT	Supercereals	in MT
Sri Lanka	251	Eritrea	10,956
Cambodia	201	Nigeria	561
Tajikistan	100	Djibouti	263
		Venezuela	181
		DPR of Korea	100
High Energy Biscuits	in MT	Emergency Food Rations	in MT
Syrian Arab Rep	3,161	Ethiopia	844
Jordan	602	Yemen	420
<i>Ethiopia (as CIK)</i>	<i>337</i>	Mozambique	115
Iraq	502	South Sudan	108
Yemen	118		



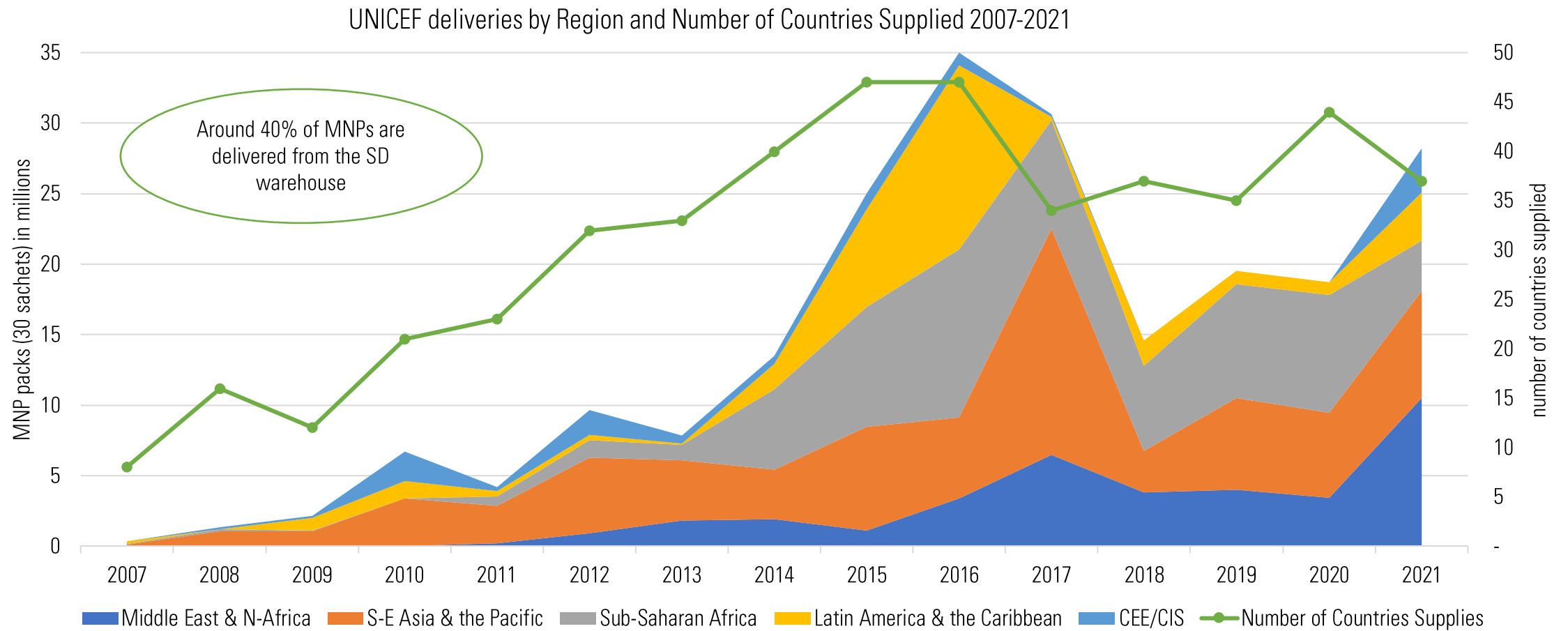
Multiple Micronutrient Powder

MNPs: procurement for standard and customized layout

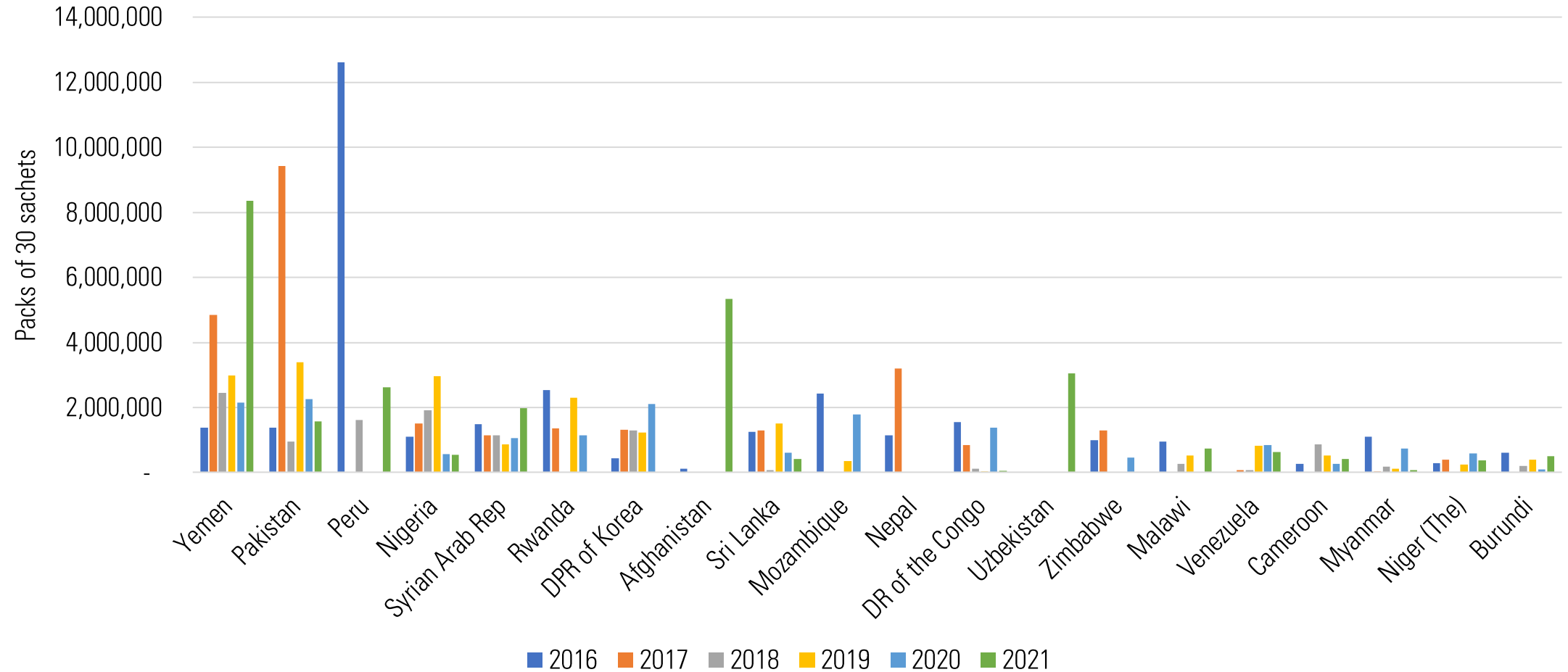


	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
5 component - standard layout	1		30	55	9		8								
5 component - customized layout						15			50	391		48			79
15 component - standard layout	26	60	36	123	80	148	227	197	321	473	966	8	304	525	610
15 component - customized layout		15	2	47	52	133	53	135	356	305	213	141	173	160	84
USD value in millions	0.3	1.6	1.1	4.9	2.7	6.0	7.2	8.1	13.6	21.9	22.6	3.9	8.8	12.6	12.5

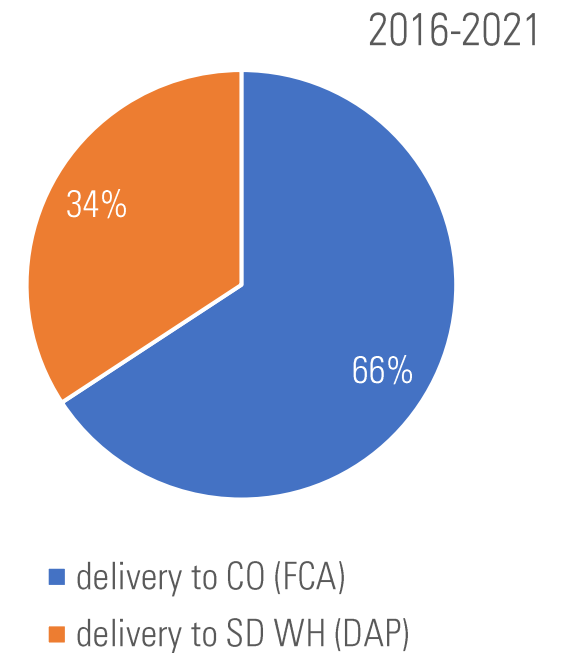
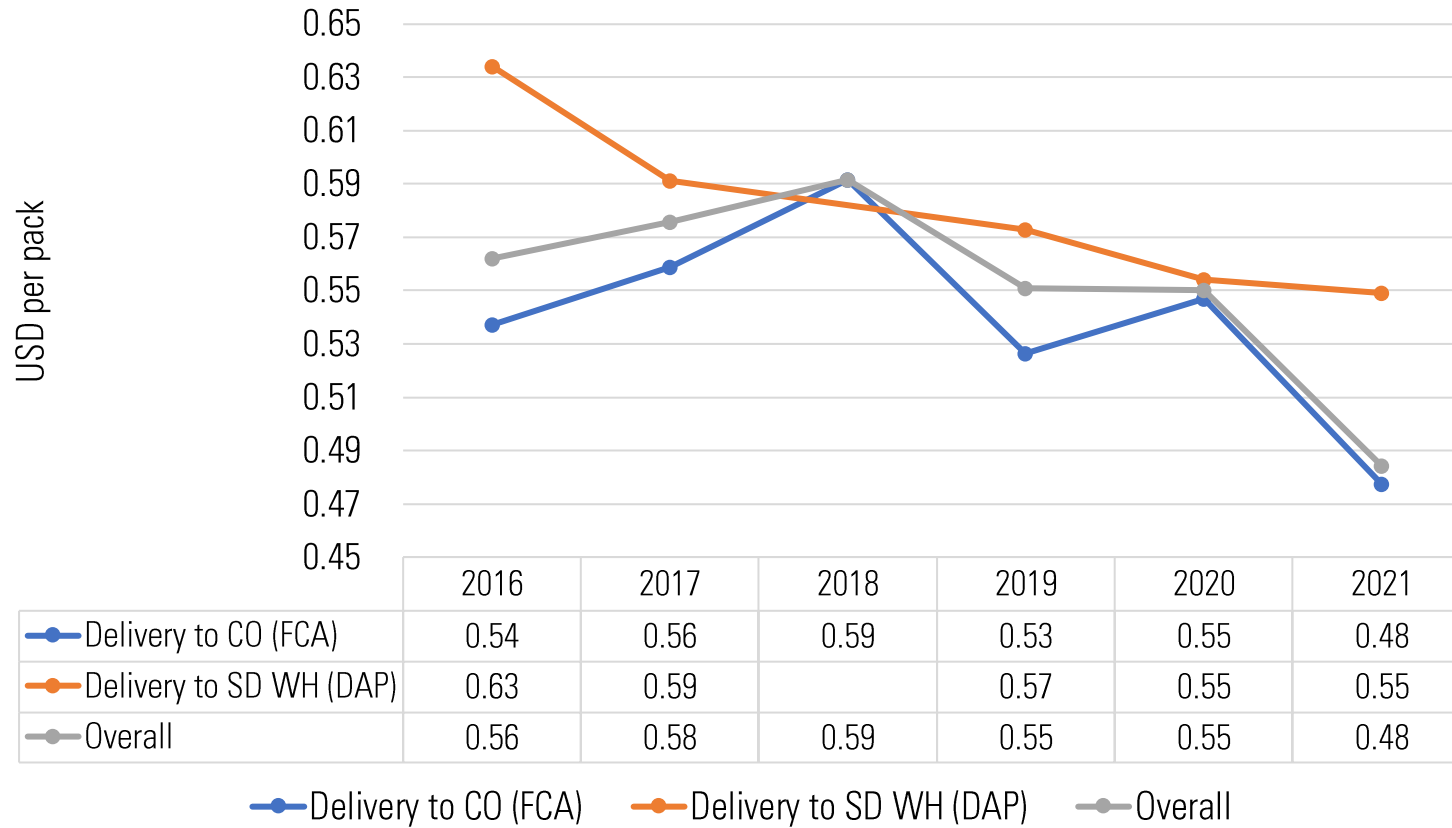
MNPs: demand/deliveries per region



MNPs: top-20 country demand



MNPs: Weighted Average Price



MNPs – key messages

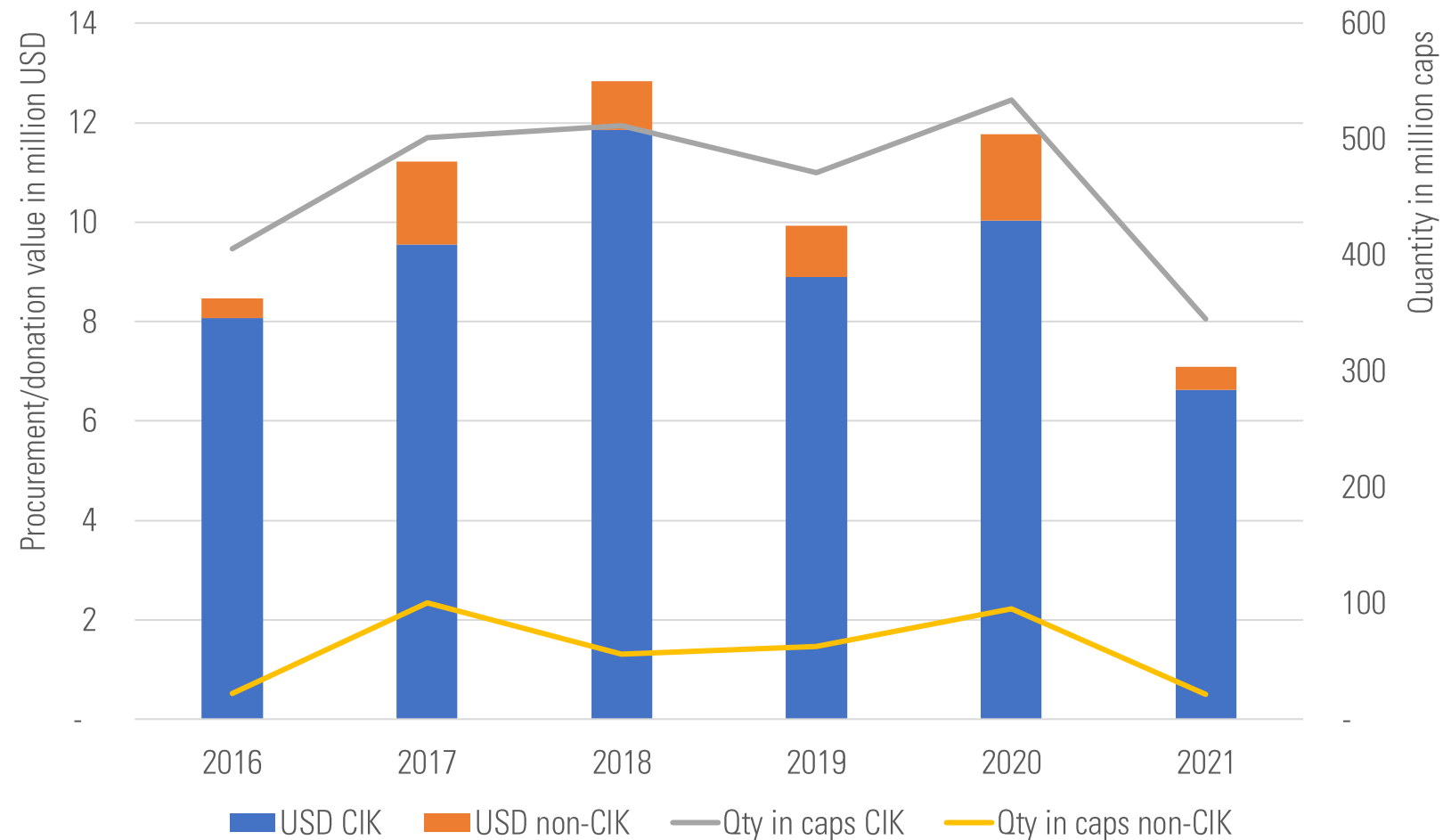
- 2021 tender resulted in LTAs with 4 manufacturers with 1-2 more expected to be approved in the coming months – sufficient capacity to absorb spikes in demand and need for customized packaging
- Demand remains erratic which is challenging for the CPH WH stock management. Demand patterns of a small number of countries & projects cause high year-to-year fluctuations.



Vitamin A (Retinol)



Vitamin A (Retinol) - procurement



85% of throughput managed as in-kind donation from Nutrition International (formerly MI)

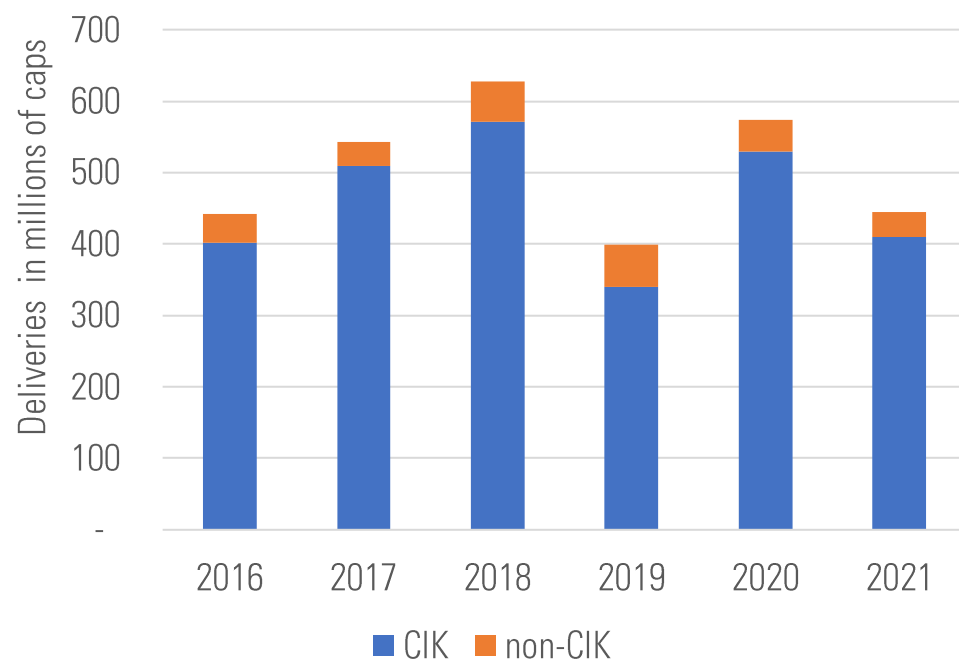
COVID has impacted Vitamin A supplementation (and with delay also procurement volumes)

UNICEF global LTAs in place valid until Oct22

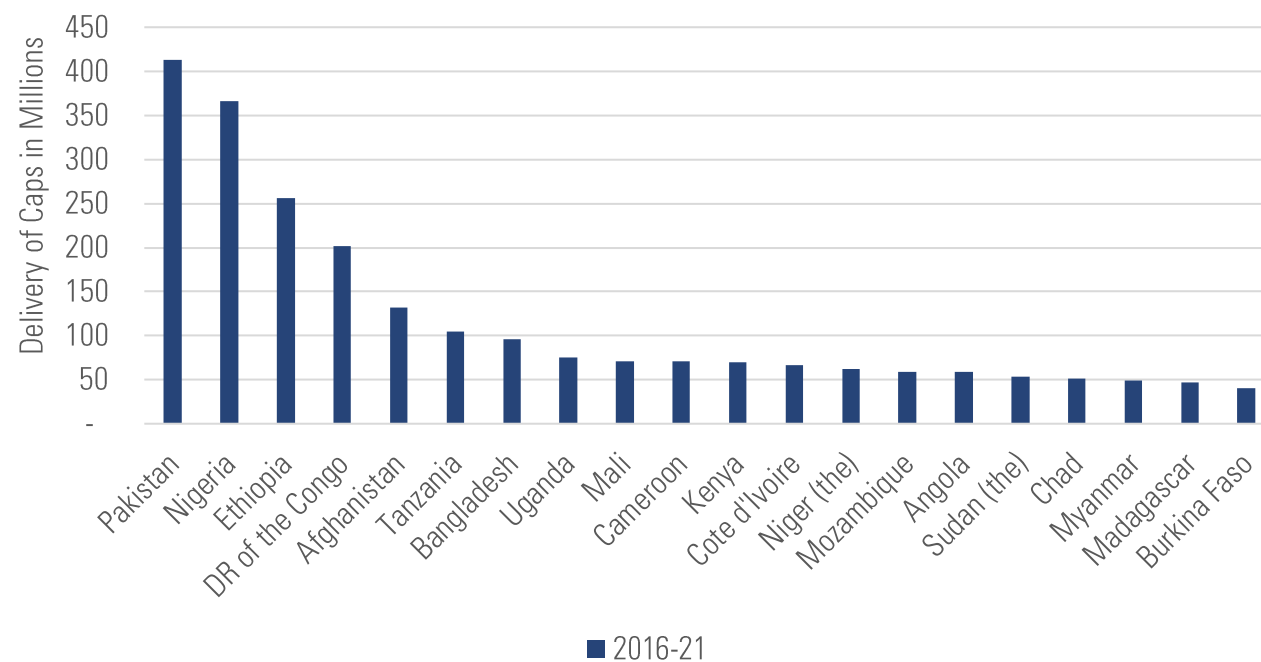
New tender planned for later this year

Vitamin A (Retinol) - deliveries

Yearly deliveries during 2016-2021



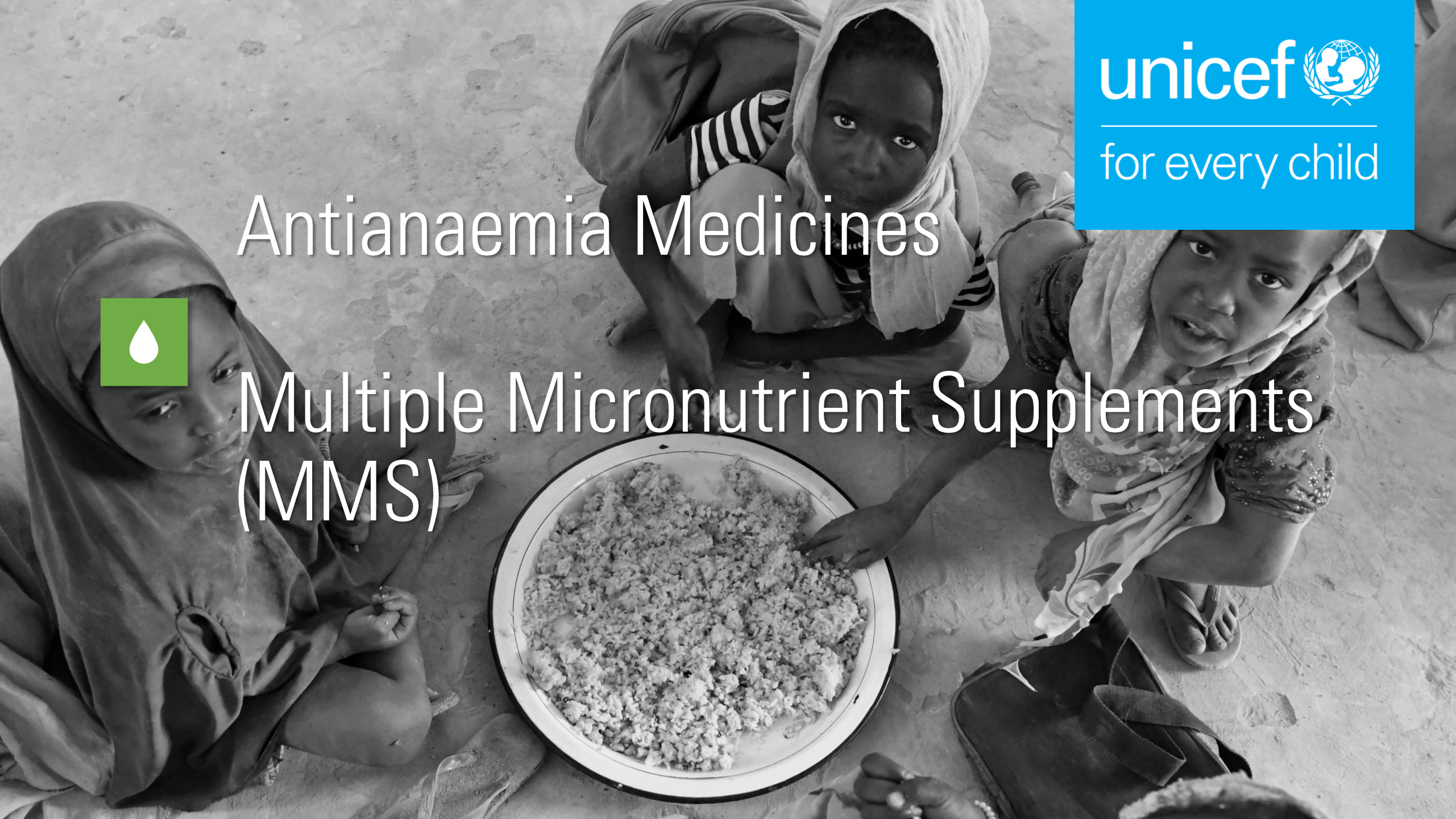
Top 20 receiving countries during 2016-21



Antianaemia Medicines



Multiple Micronutrient Supplements (MMS)

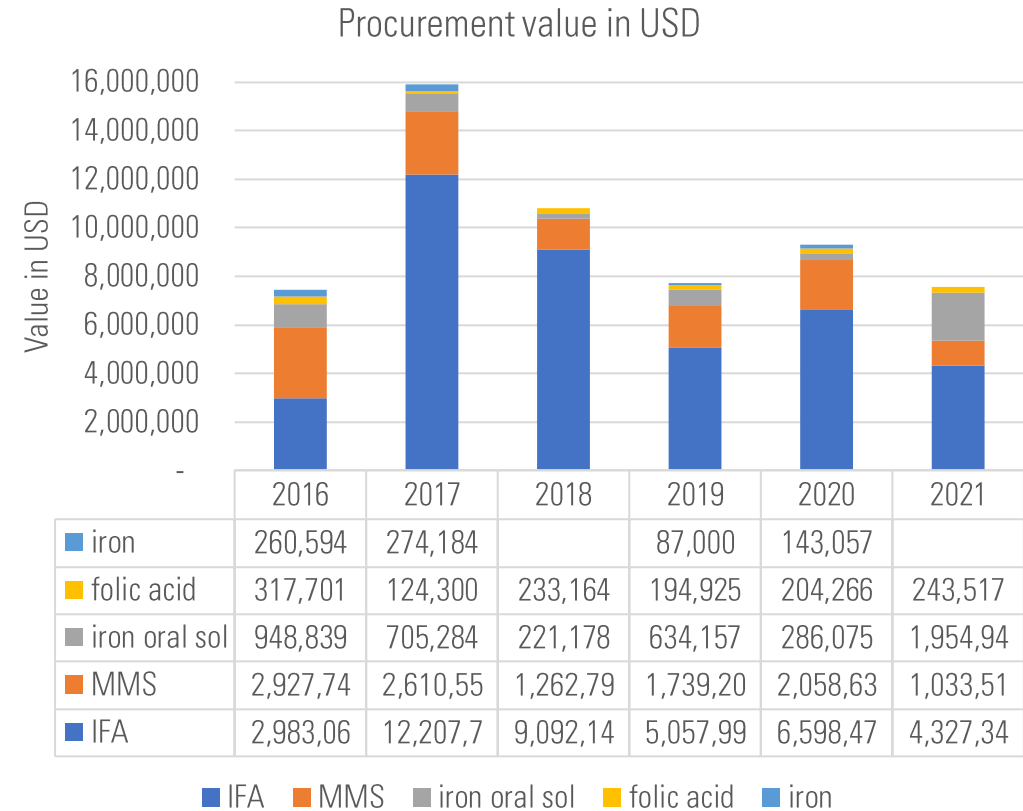
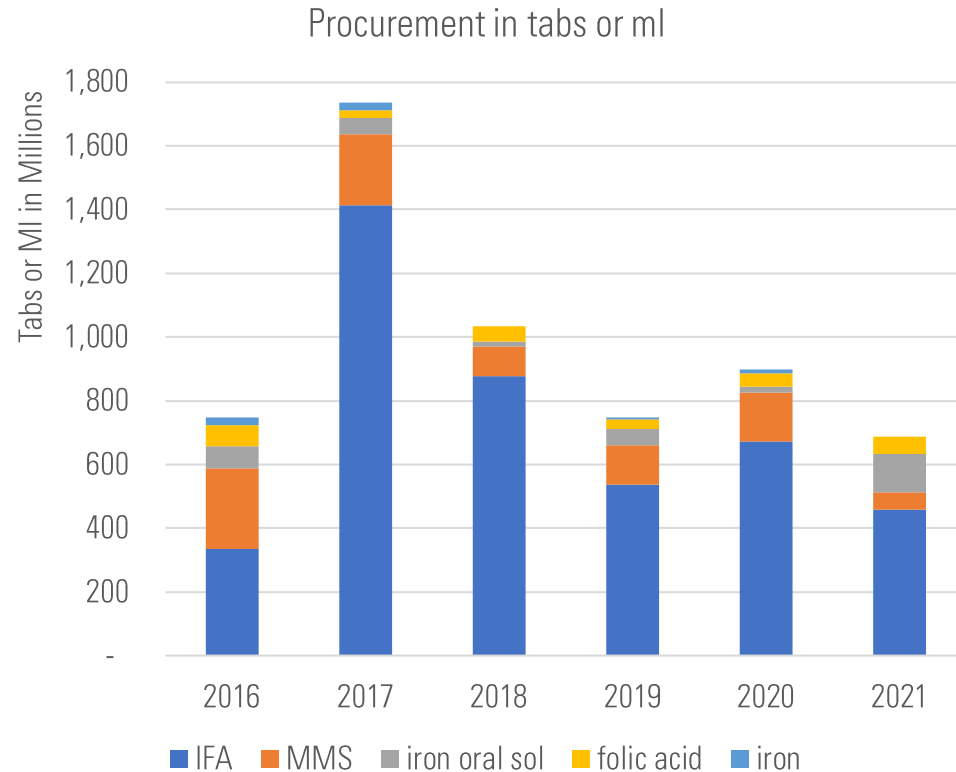


Antianaemia Medicines & MMS

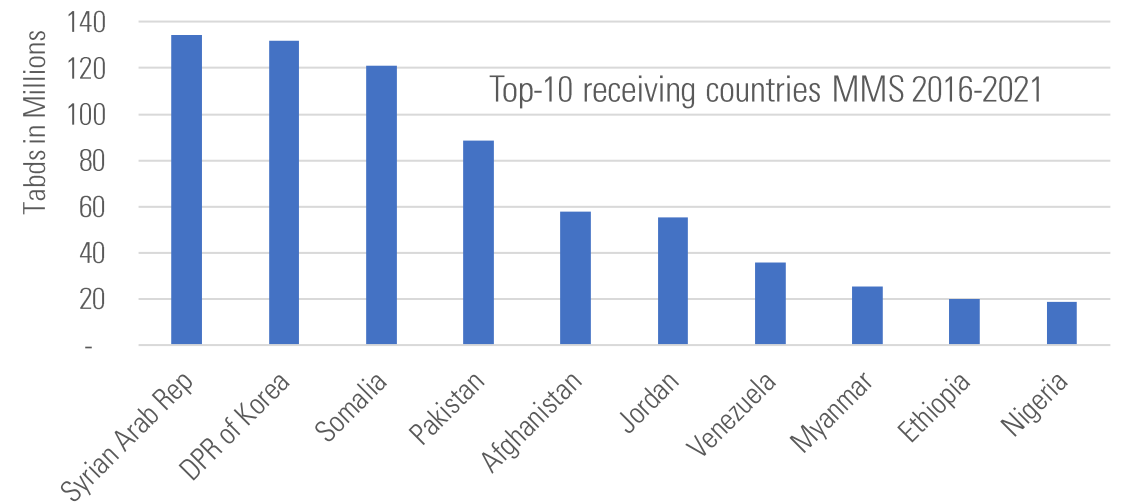
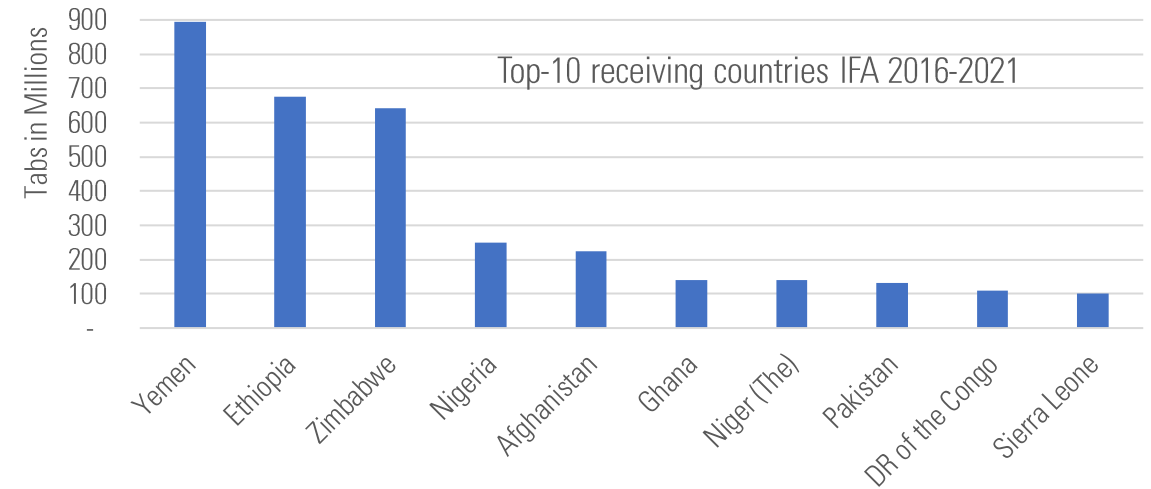
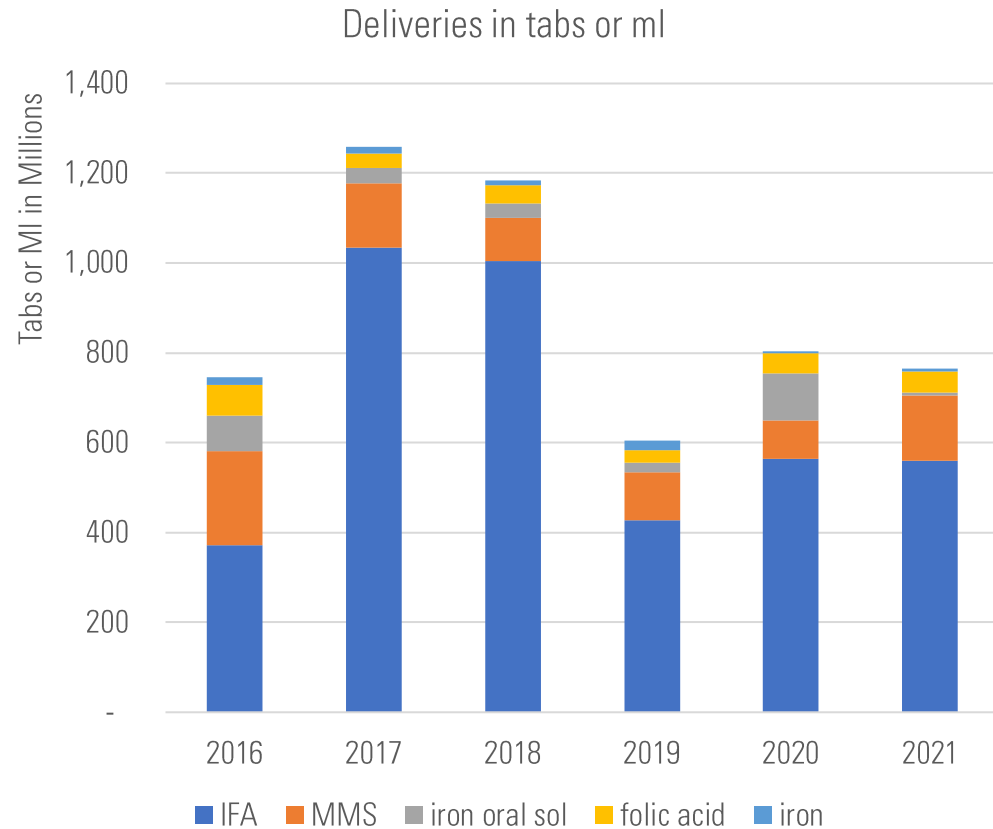


- Iron and/or folic acid containing products for prevention and treatment of anaemia in UNICEF's portfolio since at least 2002.
- Global LTAs in place for iron, folic and IFA products, valid until Jun22.
- UNICEF has procured Multiple Micronutrient Supplements (MMS) or Micronutrient Tabs since at least 2006. Global LTAs in place, valid until Dec22.
- Increasing interest to explore the use of MMS as a more effective way compared to IFA to reduce maternal anaemia and improve pregnancy outcomes.
- New tender to be launched in the coming months for antianaemia including MMS.

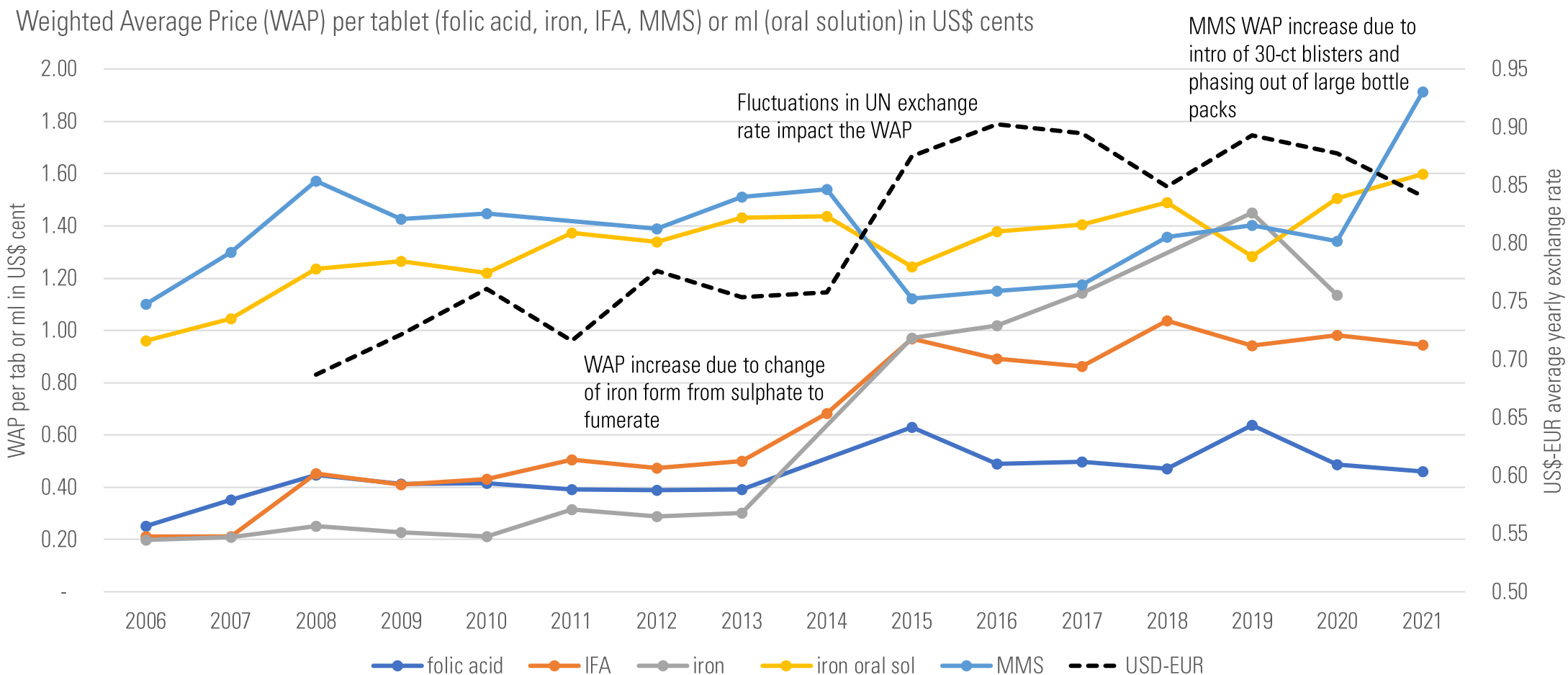
Antianaemia & MMS – procurement



Antianaemia & MMS – deliveries



Antianaemia Medicines & MMS - price evolution



Antianaemia Medicines – key messages

- Continuing high demand for “classic” antianaemias: iron 60mg + folic acid 400mcg tabs, ferrous sulphate oral solution 125mg/ml, folic acid 5mg
- Of the newly introduced antianaemias, only demand for the weekly IFA (iron 60mg + folic acid 2800mcg tabs) has materialized, targeting menstruating women & adolescents
- Renewed interest in MMS as additional tool to reduce anaemia
- Upcoming tender combining antianaemia and MMS, with focus on identifying qualified sources in or close to countries with high anaemia and potential local sources

Technology Transfers

Pathway to unlocking production of nutritional medicines

ICH Q10

“The goal of technology transfer activities is to transfer product and process knowledge between development and manufacturing, and within or between manufacturing sites to achieve product realization.

This knowledge forms the **basis for the manufacturing process, control strategy, process validation approach and ongoing continual improvement.”**

ICH guideline Q10 on pharmaceutical quality system Step 5



Technology transfers for Nutrition products



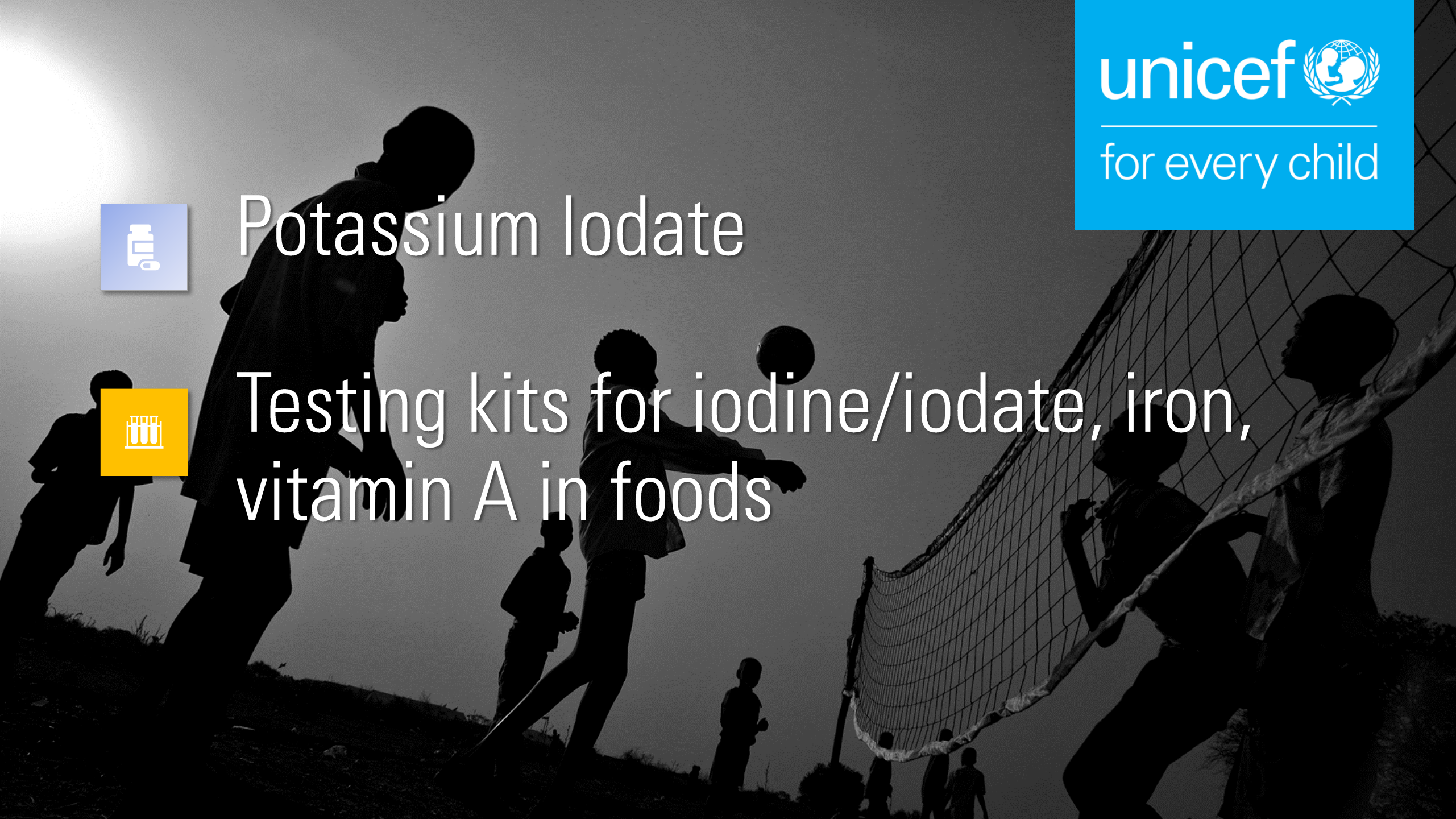
- World Health Organization. (2011). *Trends in local production of medicines and related technology transfer*. World Health Organization. <https://apps.who.int/iris/handle/10665/44712>
- World Health Organization. (2021) *Guidelines on technology transfer in pharmaceutical manufacturing interim version* https://cdn.who.int/media/docs/default-source/essential-medicines/norms-and-standards/qas20-869-transfer-of-technology.pdf?sfvrsn=2a4723bc_5
- World Health Organization (2011) *Guidelines on transfer of technology in pharmaceutical manufacturing Annex 7 WHO Technical report Series, Quality Assurance (961)* .
- https://www.who.int/medicines/areas/quality_safety/quality_assurance/TransferTechnologyPharmaceuticalManufacturing/TRS961Annex7.pdf



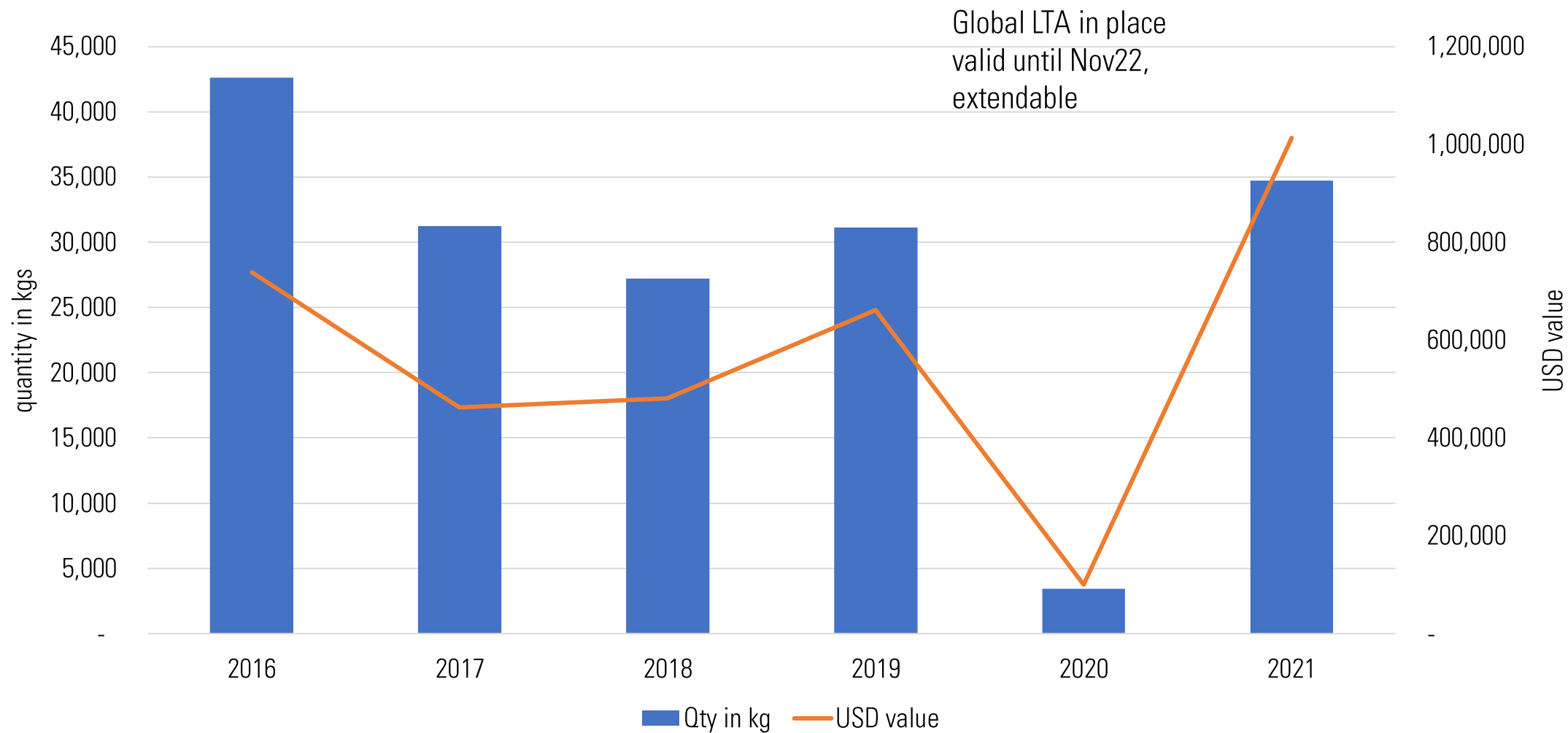
Potassium Iodate



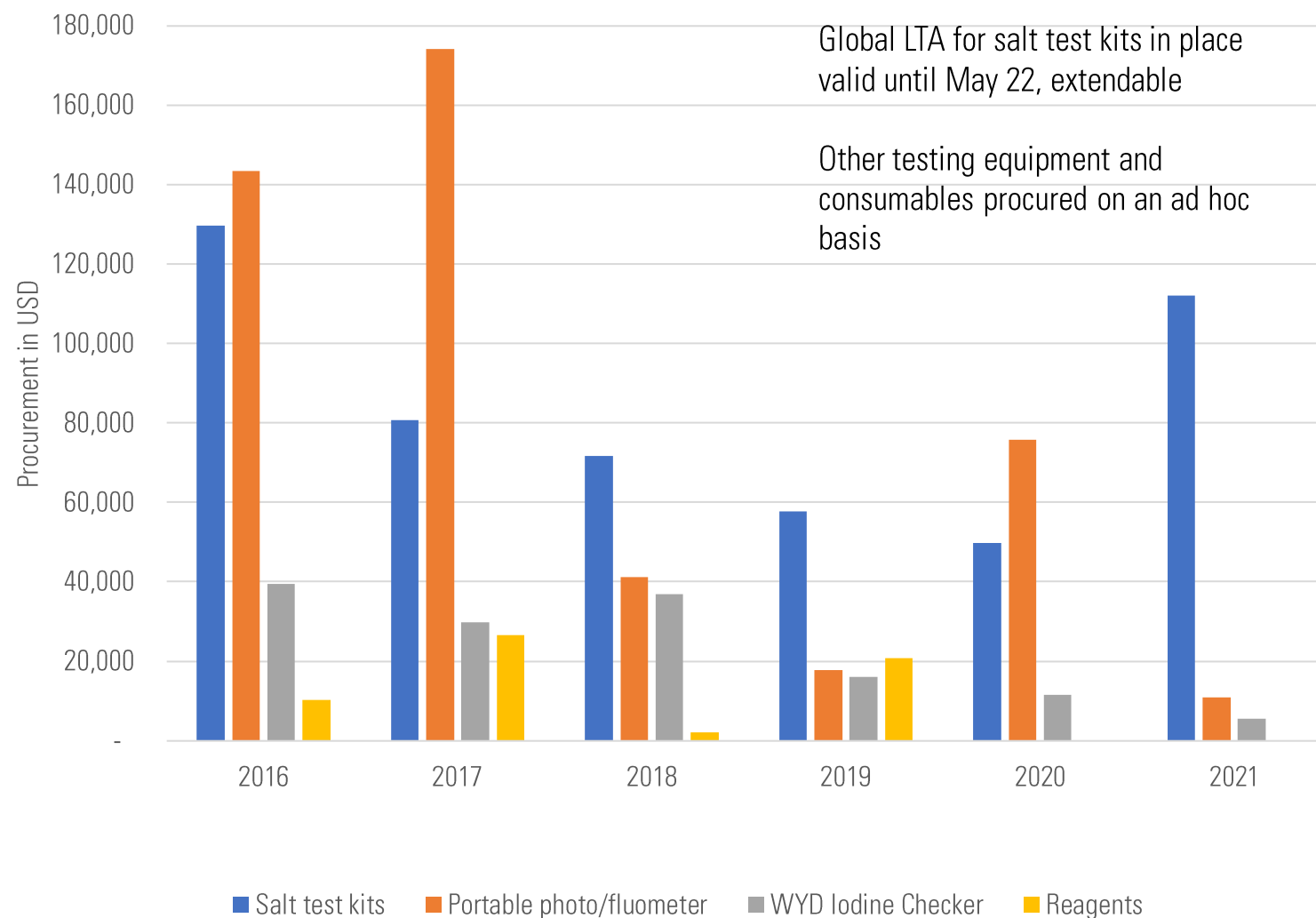
Testing kits for iodine/iodate, iron, vitamin A in foods



Potassium Iodate



Testing for iodine/iodate, iron, vitamin A in foods



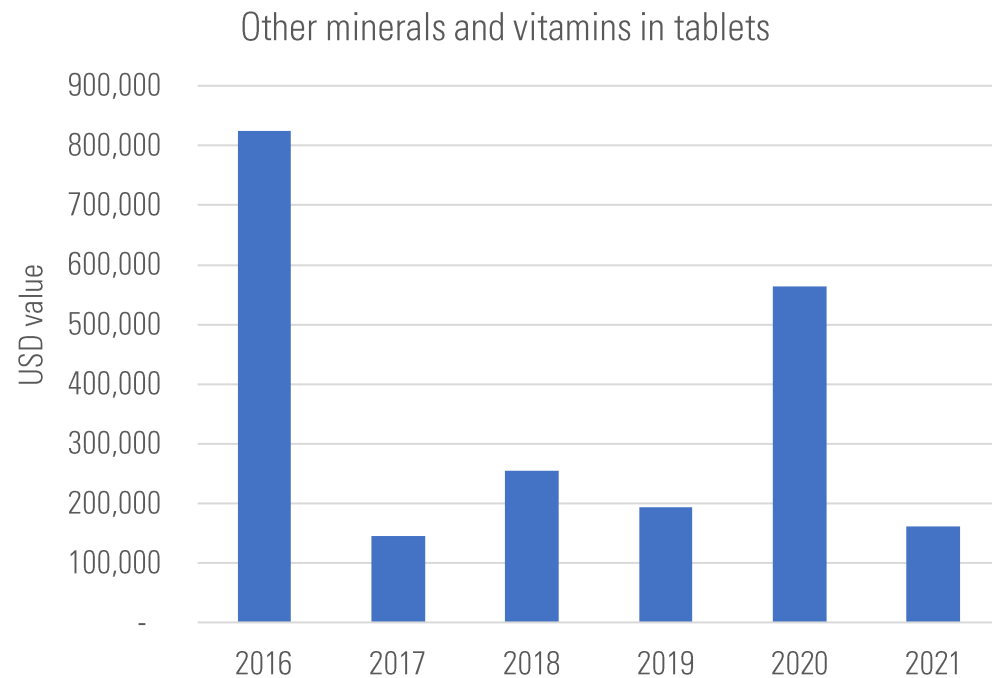


Other minerals & vitamins

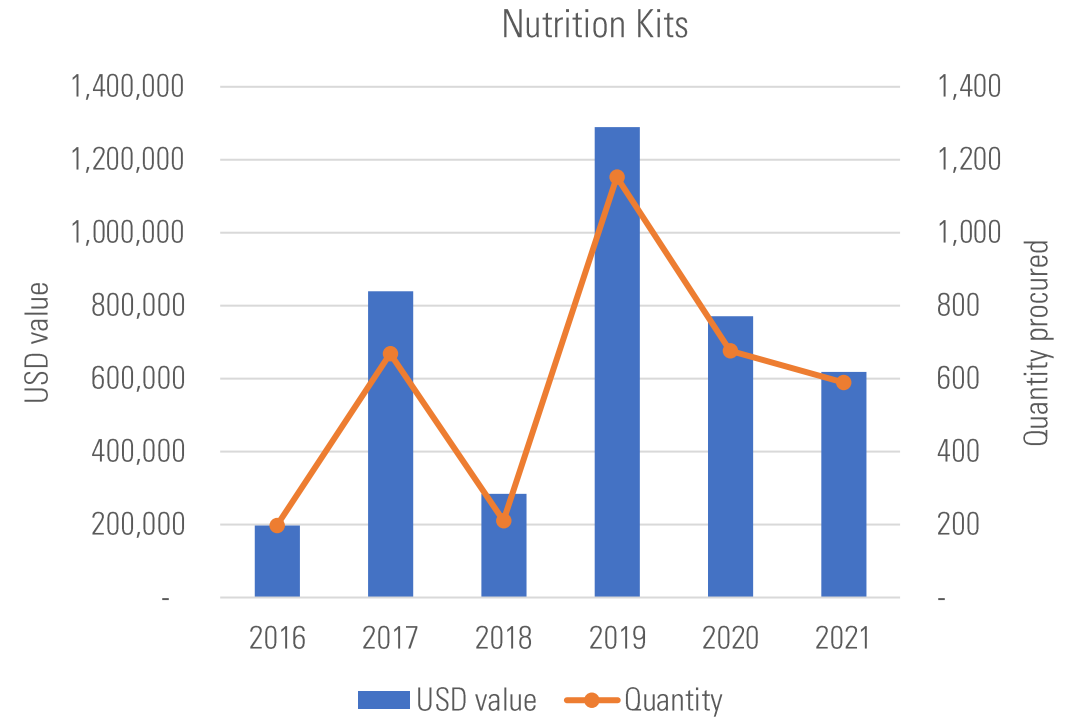


Nutrition Kits

Procurement of other vits & mins (tabs, caps) and Nutrition Kits



Ascorbic Acid, Pyridoxine, Iodized oil, Thiamine, Nicotinamide, ..

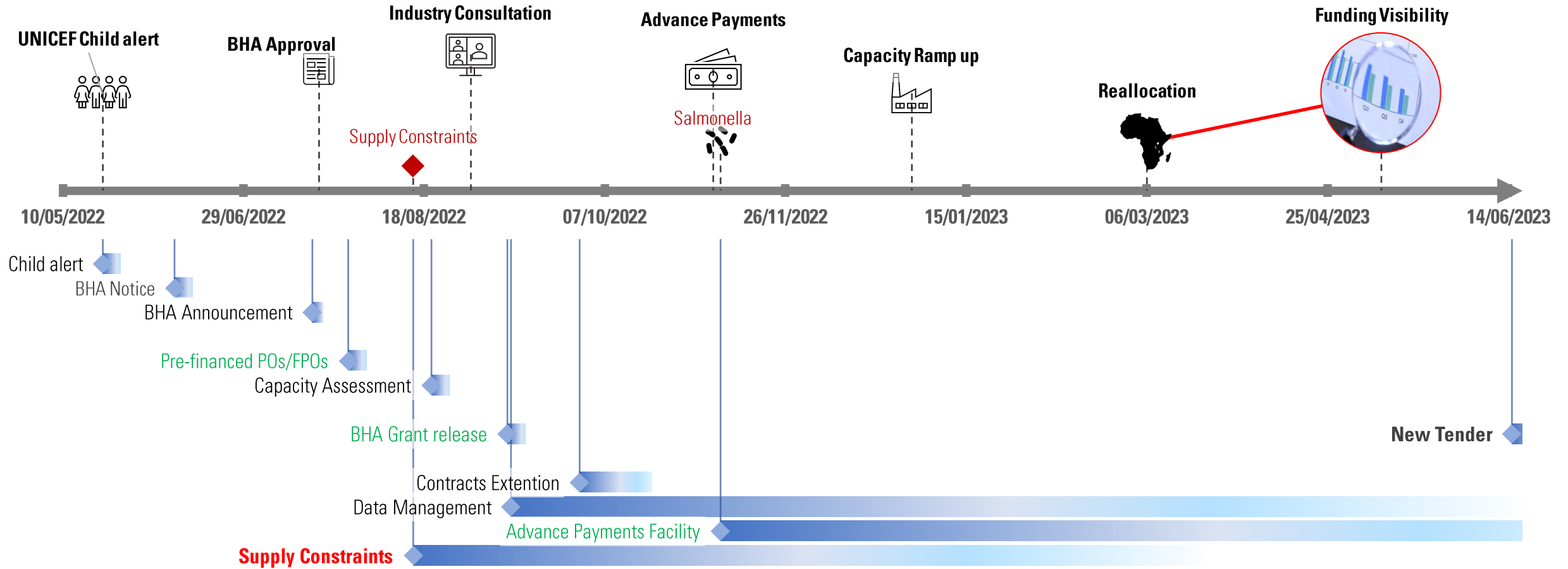


Various out-patient and in-patient nutrition kits

Global nutrition crisis

Response to Global Nutrition Crisis

Challenges and Interventions



Thank You