MARKET UPDATE

Vaccines for Introductions

Rota

Vaccine Industry Consultation, Copenhagen, 17-19 September, 2019
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>
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<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>
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<tr>
<td>GlaxoSmithKline (Belgium)</td>
<td>RV1-1 dose, liquid</td>
<td>EUR 3.76</td>
<td>2017-2021</td>
<td>2-doses</td>
<td>34.2</td>
<td>2-8C</td>
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<tr>
<td>SII (India)</td>
<td>RV5-2 dose, 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>RV5-1 dose, liquid</td>
<td>USD 9.6</td>
<td>2017-2021</td>
<td>3-doses</td>
<td>138.9</td>
<td>2-8C</td>
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* 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

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<tr>
<td><strong>India</strong> (5 states*)</td>
<td><strong>India</strong> (1 +1* states)</td>
<td><strong>CAR</strong></td>
<td><strong>Lao PDR</strong></td>
<td><strong>Solomon Islands</strong></td>
<td><strong>Nigeria</strong></td>
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<tr>
<td>Liberia</td>
<td>Lesotho</td>
<td>Uganda</td>
<td><strong>1 country</strong></td>
<td><strong>1 country</strong></td>
<td></td>
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<tr>
<td><strong>India</strong> (4 states*)</td>
<td><strong>Cote d’Ivoire</strong></td>
<td>Afghanistan</td>
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<td>Sao Tome e Principe</td>
<td>Pakistan (6 districts*)</td>
<td>Pakistan (national)</td>
<td>Kyrgyzstan</td>
<td>Myanmar</td>
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**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