CMWG Meeting
Supporting uptake of newly available WHO recommended treatments

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Structure

- Update of injectable artemisinate
- UNITAID Severe malaria project
- Update on Eurartesim
Injectable artesunate: Product update

Pack including saline solution WHO prequalified

30mg and 120mg submitted for WHO prequalification
Successful collaboration around severe malaria

- Close collaboration
  - WHO
  - NMCPs
  - MSF
  - MMV
  - CHAI
  - Swiss TPH
  - Mahidol-Oxford University

- Stakeholders meeting in Geneva
Injectable artesunate (Inj AS): what has been achieved?

**Encouraging policy**
- Supported DRC & Nigeria severe malaria guideline change to include Inj AS
- Nigeria State policy change process is underway with MMV support

**Funding**
- Multiple partners
- **MMV-led consortium UNITAID Improving Severe Malaria Outcomes Project**

**Implementation Support**
- CHAI and MMV launch Nigeria support program
- MMV and STPH launch DRC support program

**Training**
- Training materials available in English, French, Portuguese
Sales of Injectable artesunate have increased but the market remains largely untapped

Annual global sales of Inj AS (millions of vials)

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>0.0</td>
</tr>
<tr>
<td>2011</td>
<td>1.6</td>
</tr>
<tr>
<td>2012</td>
<td>4.2</td>
</tr>
</tbody>
</table>

< 9% of potential market

Potential Inj AS market

Global Inj AS market assumptions:
- ~8M severe malaria cases/year
- ~6.3 Inj AS vials/treatment
- Inj AS priced at $1.35/vial

Total potential global market ≈ $60 – 80 M / year for Inj AS

Sources:
1. Total severe malaria cases/year: 2011 & 2008 World Malaria Report (WMR), In-country CHAI and NMCP estimates
2. Vials/treatment: WHO body mass index statistics; WHO 2010 severe malaria treatment guidelines
3. 2010-2012 global Inj AS sales: MMV sales data & expected 2012 delivery of 2.6M vials ordered by Mozambique
### Current funders for 2012/2013 deliveries

<table>
<thead>
<tr>
<th>Funders</th>
<th>Countries</th>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>World Bank</td>
<td>Mozambique</td>
<td>2.6 Mil vials</td>
</tr>
<tr>
<td>PMI</td>
<td>Ethiopia, Ruanda, South Sudan</td>
<td>0.5 – 0.8 Mil Vials</td>
</tr>
<tr>
<td>MOFCOM</td>
<td>Liberia, Uganda</td>
<td>0.5 Mil vials</td>
</tr>
<tr>
<td>DfID</td>
<td>Kenya</td>
<td>0.5 Mil Vials</td>
</tr>
<tr>
<td>NMCP</td>
<td>Malawi</td>
<td>0.4 Mil vials</td>
</tr>
<tr>
<td>Global Fund</td>
<td>Laos, Myanmar, Pakistan</td>
<td>34k Vials</td>
</tr>
</tbody>
</table>

Note: Global Fund 7 purchases across 3 countries totaling 34,655 amps  
Laos = 12,855 amps, Myanmar = 15,000 amps, Pakistan = 6,800 amps  
Source: GF PQR March report 2013. Injectable 60mg powder for injection (box of 5 x 1ml amps), PMI MOP reports & feedback, Guilin sales data, CHAI country feedback
UNITAID has approved a proposal to finance large-scale procurement of Inj AS in six African countries

### Partners
- MMV (lead partner), CHAI, Malaria Consortium

### Purpose
- Catalyze the Inj AS market by providing commodities financing
- Rapidly increase uptake of Inj AS in-country
- Incentivize additional suppliers to enter the market

### Timelines
- Q4 2013 – Q4 2016

### Countries
- Nigeria, Uganda, Kenya, Malawi, Cameroon, Ethiopia

<table>
<thead>
<tr>
<th>Key Assumptions</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Patients treated</td>
<td>148K</td>
<td>843K</td>
<td>1,036K</td>
<td>301K</td>
<td>2,328K</td>
</tr>
<tr>
<td>Vial volumes</td>
<td>0.9M</td>
<td>5.3M</td>
<td>6.6M</td>
<td>1.9M</td>
<td>14.8M</td>
</tr>
</tbody>
</table>
Key deliverables

• Sustainable Marketplace for Inj AS
  - At least two PQ manufacturers
  - 30% price reduction compared to 2011-2012
• Over 2 million treatments delivered to 6 countries over 3 years.
• Driving market to over 20 million distributed vials per year.
• Operational/Implementation research on national scale-up.
• Prequalification of IR-AS.
• Framework for appropriate and safe use.
Anticipated Market Evolution

Estimated Global Projected Procurement of Injectable Artesunate

- **2012**: 4 million vials with a 0% price reduction vs 2012
- **2013**: 7 million vials with a 15% price reduction
- **2014**: 16 million vials with a 19% price reduction
- **2015**: 22 million vials with a 27% price reduction
- **2016**: 23 million vials with a 32% price reduction

Potential entry of new supplier

Catalyzed volumes are based on other funding bodies accessing UNITAID prices and allowing larger orders to be placed with the equivalent funding.
Euratesim update

- Registered and supplied to Cambodia
- Submitted to WHO Prequalification
- Dossier submitted to many high burden malaria countries (Africa and Asia)
  - Registered in Ghana, TZ and Kenya
- Planned pharmacovigilance in INESS framework.