

Access toolbox

Shaping markets for equitable access to innovation in low and middle-income countries

OBJECTIVES

Share our toolbox of interventions to shape markets for equitable access as per [Unitaid's Strategy 2023-2027](#)

(see video story [here](#))

Unitaid's toolbox: *mode d'emploi*

- ❖ **Unitaid, a multilateral global health agency focused on equitable access for all, utilizes a number of interventions to de-risk innovation and solve market shortcomings affecting access to optimized health products (such as diagnostics and devices, medicines, medical oxygen, and other medical tools).**
- ❖ **Access is not an afterthought** . In Unitaid's areas for intervention, access is planned with an end-to-end approach; that is, the final optimal use of the product drives the design of the package of interventions that Unitaid, upon Executive Board's approval, will eventually fund to, and coordinate with, its implementers and grantees.
- ❖ **Progress is achieved by supporting a portfolio approach.** In isolation, a given intervention will not drive to desired public health impact.
- ❖ **Different tools are to be used in parallel.** The counterfactual, working sequentially, leads to broad timelags for access to innovation.

Unitaid’s access toolbox – a wide range market-shaping tools to speed product introduction and scale

Access Value Chain	Ensure innovation benefits LMICs & boost product development	Market Barrier	Innovation and availability	Monitor landscape to identify promising technologies and products	Fund late-stage product development and/or reformulations	Demonstrate safety and efficacy (incl. post-registration clinical trials)	Ensure products are fit-for-purpose for all populations	Secure access commitments from innovators, including IP licensing
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	Ensure products are accessible		Affordability	Negotiate more favorable access conditions and pricing	Facilitate competition	Design and implement market shaping interventions	Generate evidence on cost effectiveness	Develop initial investment cases and costed plans to scale up
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	Create markets & accelerate access at scale		Demand, adoption and transition to scale-up	Generate evidence on cost-effective care models; inform guidelines	Support community-led demand creation, treatment literacy	Support product intro and scale-up in early adopter countries	Establish global partnerships for product intro/scale	

Unitaid ‘Boutique’ approach needed to address access issues

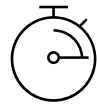
Example 1: dolutegravir for HIV treatment (see video [here](#))

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'Boutique' approach needed to address access issues

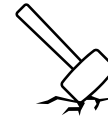
Results 1: dolutegravir for HIV treatment



Works faster



Fewer side effects



Less prone to drug resistance



Lower cost

2013/2014

2014

2015

2017

2018 onwards

2019

2020s

New optimal HIV treatment approved

US (FDA) and European (EMA) Regulators approve dolutegravir (DTG).

Voluntary license secured

Unitaid-funded Medicines Patent Pool (MPP) secures voluntary license **only 8 months** after first regulatory approval.

Unitaid invests \$100 million

To accelerate equitable access to optimal HIV treatment through clinical trials in LMICs PLUS parallel market shaping work.

Catalytic procurement

Through Unitaid/CHAI grant, DTG available after **only 3 years** in Africa, **3 times faster** than previous antiretrovirals.

Ceiling price-partnership.

Countries moving to DTG

Evidence emerging from LMICs. National guidelines moving to recommend the use of DTG in many countries.

Market shaping work building a sustainable supply of DTG and combinations).

Enabling scale use

Clinical trials funded by Unitaid provide critical evidence to **WHO** guidelines.

Historic, global low prices of **US\$ 60 per person, per year** secured.

Pediatric DTG formulations.

Impact at scale

By 2025, **~95%** of people living with HIV on treatment in LMICs will use DTG, including through **PEPFAR, Global Fund,** and domestic support.

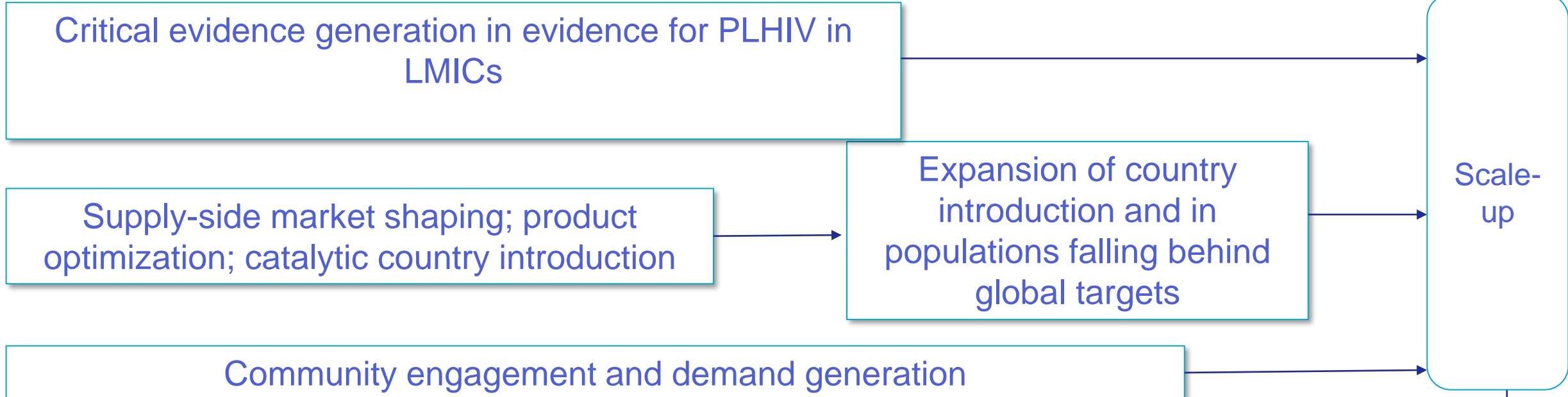
Estimated global savings of more than **\$8 billion** by 2030.

Parallel Interventions

2015



Today



Continuous engagement of multiple partners and communities, including at the supply-side negotiations and partnering to generate demand, support long-term planning & secure scale-up



Unitaid “Boutique” approach needed to address access issues

Example 2: Rifapentine in short course TB preventive treatment

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Unitaid 'Boutique' approach needed to address access issues

Results 2: Rifapentine based short course TB preventive treatment

Price of 3HP

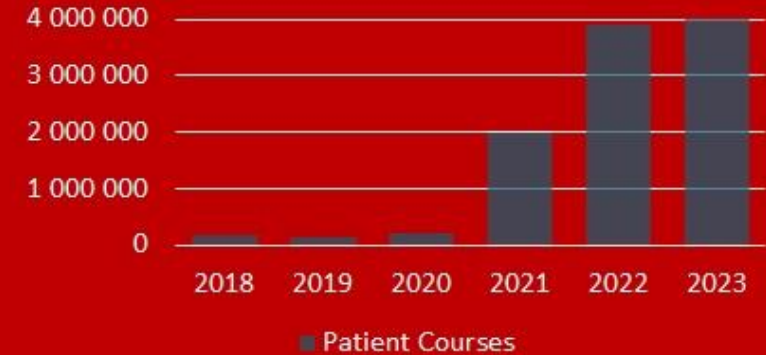
The price dropped from \$72 in 2017 to \$14,25 in 2022 and \$9,99 in 2023 for the FDC. 1HP is available at \$17- \$18.

Paediatric - \$6.53-\$15,20



Rifapentine Manufacturing Capacity

Increased from 180k patient courses in 2018 to over 4,5 million in 2023.



Global 3HP procurement

Over 10 million patient courses of rifapentine-based TPT have been purchased across 78 countries.

Community advocacy fostered guideline update, demand generation & scale-up



sanofi

150MG RPT (FDA)

NEW

PEADIATRIC: 150MG RPT DT FS TASTE-MASKED (ERP)

Rifapentine manufacturers

MACLEODS

300 RPT/300 INH FDC (WHO PQ)

300MG RPT (WHO PQ)

LUPIN

300 RPT/300 INH FDC (ERP)

300MG RPT (ERP)

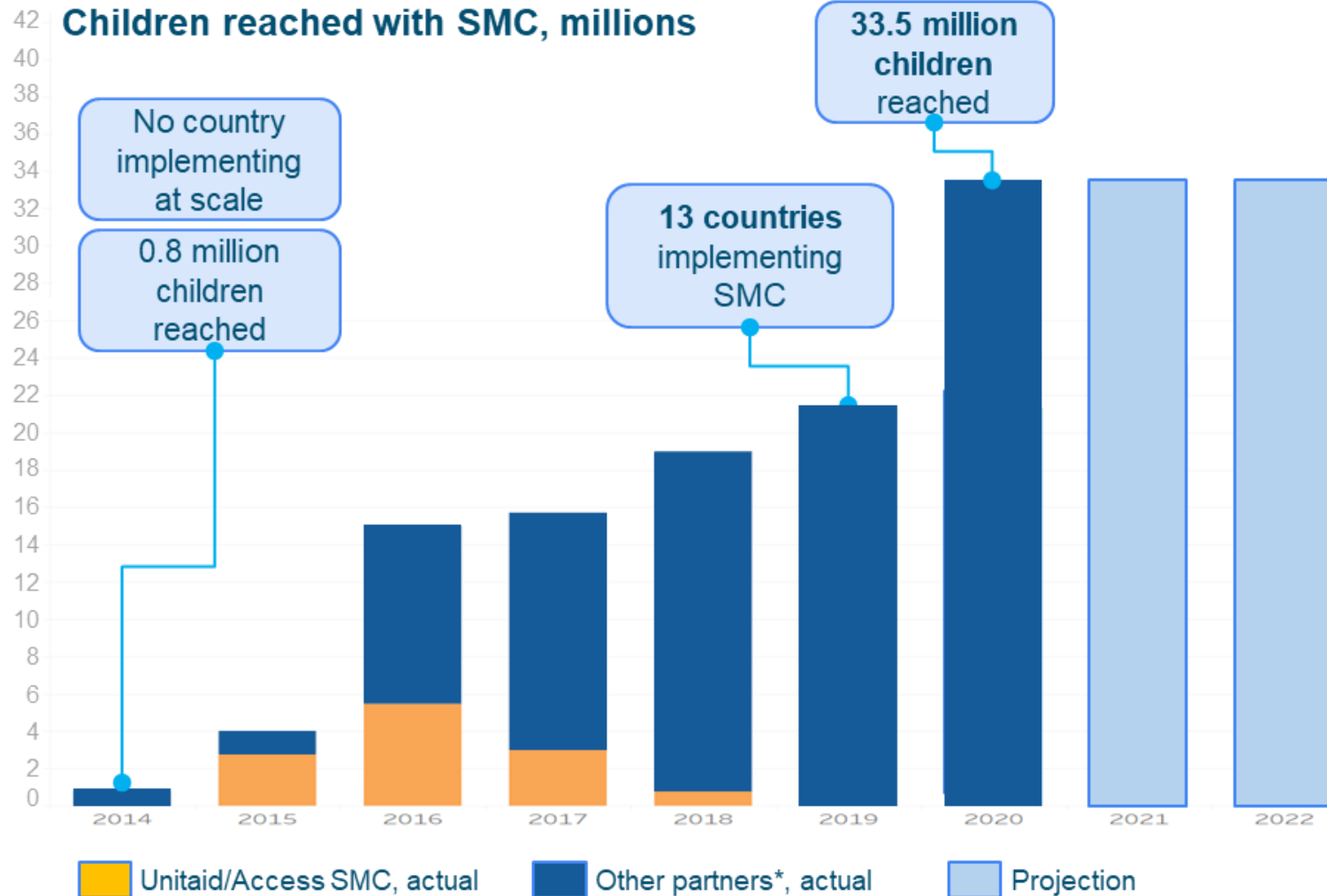
'Boutique' approach needed to address access issues

Example 3: Seasonal malaria chemoprevention

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Unitaid 'Boutique' approach needed to address access issues

Results 3: Seasonal malaria chemoprevention (video [here](#))



>100k lives saved each year

Estimated impact (2015-2022)

>110 million cases averted

>500,000 lives saved

~20% reduction in childhood mortality from malaria

ROI>100:1

*Main scale up partners: Global Fund, GiveWell, PMI and World Bank



Thank you