



THE AFRICA PHARMA CONFERENCE

2020

Executive Roundtable Session

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VENUE: RADISSON BLU HOTEL
NAIROBI UPPER HILL
NAIROBI, KENYA

HOSTED BY:



f : AUDA NEPAD

ig : AUDA_NEPAD

tw : NEPAD_Agency

in : AUDA_AGENCY



f : dfs@developmentfinancesummit.com

ig : dfsafrica_

tw : Africa_dfs

in : DFSAfrica

www.africapharmaconf.com

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Background

AUDA-NEPAD, the implementing arm of the African Union, in conjunction with DFS Africa employs the platform offered by the African Pharma Conference to, amongst many other things, implement the PMPA, which aims at Pharmaceutical self-sufficiency on the Continent. The conference is leveraging on several initiatives to make this a reality and there is a need for Big Pharmaceutical companies

and Generic Manufacturers to be encouraged and offered opportunities to develop sustainable access models that would contribute to access to essential medicines while also ensuring knowledge and technology transfer that helps grow the industry across Africa.

To this end, the Executive Roundtable Session is a specific avenue that

the organizers of the Africa Pharma Conference aims to attract global players to share valuable knowledge, interact with key stakeholders and bring required investments as they contribute to the development of the Africa Pharma sector. This new addition to APC 2020 fulfills one of the key recommendations of APC 2019 - which is to develop knowledge sharing platforms for local manufacturers.

Mission

The Executive Roundtable aims to help Big Pharmaceuticals and Generic Manufacturers craft and implement

sustainable access models while actualizing the growth strategy of local pharmaceutical manufacturers on

the African Continent, and ultimately achieving pharmaceutical self-sufficiency and better health outcomes.

Vision

The executive roundtable session will be held as a boardroom style event with no more than 20 people in attendance. This invite only session creates an opportunity to bring Big Pharma and Generics and Manufacturers in close proximity with Policy makers and local manufacturers in Africa. Other participants in the session will include

investors, independent observers, ecosystem facilitators, global NGO's, United Nations affiliates and the media. The executive roundtable will be a unique avenue to discuss distinctive perspectives, challenges and opportunities for partnerships between big pharma and local manufacturers ensuring that access

models devised are sustainable.

The APC 2020 conference will host 3 Executive Roundtable Sessions on the 9th of June. Each session will be a 2-hour session with a minimum 14 participants and maximum of 20 participants in an invite only session.

Executive Roundtable Sessions

Session 1

Topic: How do we achieve the “universal” in Universal Health Coverage on the African continent?

Format: High level panel (CEO or Exec level)

Participants: Executives from Big Pharma or big Generics, Cabinet Ministers (Finance, Health, and/or Trade and Industry).

Description: The private sector is well-positioned to contribute to UHC efforts, and invest in healthcare and health systems, especially when given an enabling policy environment.

- What does the panel see in terms of technology transfer, financing for healthcare, and possible new business alliances and partnerships that are crucial in shaping health systems to be more impactful?
- What policy incentives are critical and what models of social inclusion help bridge the inequity of access?
- What new needs are there to ensure more sustainable supply and use of medicines and vaccines on the continent

Expected outcomes:

- Set the agenda on the changing face of the market (and how innovation plays a role).
- Highlight the main approaches that countries are establishing to foster transformation.
- Examine the companies' tactics to address the issue.

Moderated by: Dr. Jay Iyer or Imperial Health Sciences CEO

Session 2

Topic: Integrated approaches to health: ensuring sustainable access in Africa

Format: Senior-level panel

Participants: Investors (institutional and from development finance), (optional) senior level from Pharma (Africa BU), representative (max 2) from Global Fund or CHAI.

Description: Africa is becoming more investible, with increasing demand, growing market and systems improvements.

- How do investors and development finance stakeholders see the current situation evolving and what should be done to make access more investible in the future?
- How is the innovation cycle contributing in accelerating investors' activities in Africa's health sector?

Expected outcomes:

- Review strong financial arguments on the access-to-medicine rationale in Africa with case examples of economic return, financial and health benefits demonstrated
- Identify a set of recommendations on solutions that may need scaling up and investment in a near future.

Moderated by: Dr. Jay Iyer or Ade Adebajo of UBS

Session 3

Topic: Case studies on impactful practices, partnerships and joint venture opportunities

Format: Presentation of 2 case studies followed by an interactive panel and audience discussion

Participants: Pharma executives, NGOs, investors, chief pharmacist, Minister of Health, National Chief Economist in Health or Trade and Industry, Minister of Trade and Industry and Local manufacturers of pharmaceutical products.

Description: Various examples will be discussed, with a focus on joint ventures and partnerships which experienced a clear return on investment and societal health benefit (models will be shared later).

- Why do Africa pharma business models work? How can companies develop one? How do investors view this strategy? How does the scaling process and financial sustainability can be achieved?
- What are the key features of “innovative business models” and how do these models and the cooperation with the private sector and other stakeholders meet expectations?

Expected Outcomes:

- Demonstrate multilateral partnerships where companies and other sectors have successfully come together.
- Discuss the key features needed for a clear societal impact.
- Share recommendations on the scale of the action needed to meet the scale of the access problem.

Moderated by: Dr. Jay Iyer

Main Conclusions and Observations

At the end of the 3 session of the executive round table, all the contributors and facilitators of the executive round table will converge in the main all of the Africa Pharma conference to present the summary of the main conclusions and observations. This presentation will be delivered by the CEO of one of the big Pharmaceutical that participated in the round table.

Networking Reception or Dinner

This event is a special dinner to say thank you to all the high level stakeholders that participated in the Executive Roundtable.



Why Access to Medicine Foundation is Leading this Initiative

Access to Medicine Foundation will be a perfect facilitator and curator of the executive round table. For over a decade Access to Medicine Foundation has served as an independent observer and curator of an index that covers seven areas of corporate behavior, with each Index evaluating 20 of the world's largest R&D-based pharmaceutical companies against a list of responsibilities for improving access to medicine as they enter low- and middle-income countries.

DFS Africa has built a reputation

as Africa's premier organization in connecting African pharmaceutical manufacturing and packaging companies to a global pool of financing organizations that includes; Impact Investors, Private Equity Funds, Investment companies and Development Finance Institutions (DFIs). Through the DFS Africa Deal Room we match vetted and development-focused high growth Pharma businesses in Africa to the right partnerships that can help them to scale either through providing the right financing investments, technological

transfer or capacity development support.

The partnership between Access to Medicine Foundation and DFS Africa to organize the **Executive Roundtable** will play to the strengths of both organizations. While DFS Africa can bring in Africa focused PE Firms, African governments and LLP in the Africa Pharmaceutical sector, Access to Medicine Foundation will provide valuable access to Big Pharma and Global investors in Pharmaceuticals.

Conclusion

Based on the Access to Medicine Foundation index, we realized a number of big pharma organizations need to improve their numbers on Social inclusion and technology

transfer indices. It is our belief that the executive roundtable offers big Pharma the opportunity to engage directly with local manufacturers and the Pharma ecosystem in Africa to gain valuable

perspective on how to improve social responsibility in a region of the world where it is needed the most and build a sustainable access model.