MMV Access
Private Sector Initiatives

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Curing Malaria Together
www.mmv.org

Medicines for Malaria Venture
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• MMV at a glance
• MMV Access
  • Overall strategy
  • Expanding reach – Uganda ACT Subsidy Project
MMV’s Mission & Vision

• Discover, develop and deliver safe, effective and affordable antimalarials to treat and protect people most at risk of malaria

• Provide the public health community with the most appropriate tools to achieve maximum public health impact

Our vision is a world in which innovative medicines will cure and protect the millions at risk of malaria and help to ultimately eradicate this terrible disease.
How MMV Operates
The Partnership model

• Find solutions which meets the needs of a commercial partner and the needs of MMV
  • Partners are interested in selling products
  • Establishing markets
  • Corporate image
• Includes a plan for Global Access – ensure the medicines reach patients
• Must be sustainable and win-win

The basic “bargain”: support drug development in exchange for appropriate and affordable medicines
MMV Donors

MMV - Medicines for Malaria Venture
funding from Foundation to 2010 (Oct 2008)
(Total Received/Pledged $330 Million)

- Bill & Melinda Gates Foundation: 61.3%
- U.K. DFID: 8.8%
- Rockefeller Foundation: 1.7%
- Netherlands Minister Devt. Co-operation: 5.2%
- Swiss Government S.D.C.: 1.9%
- World Bank: 1.4%
- WHO/RBM: 1.1%
- NIH: 1.6%
- Spanish Agency for International Development: 1.5%
- Irish Aid: 3.3%
- USAID: 4.9%
- Exxon Mobil Foundation: 0.9%
- BHP Billiton: 0.2%
- Wellcome Trust: 6.3%
MMV works with partners in 33 countries

- Over 80 academic, industry and endemic country partners
- More than 600 scientists, clinicians, public health experts
### Global Malaria Portfolio - Q3 2008

MMV is the main driver for antimalarial R&D (50 projects)

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<td><strong>Research</strong></td>
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<td>Discovery</td>
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<td>DHFR Thailand</td>
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<td>IV artesunate</td>
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<td>GSK 3 projects</td>
<td>DHFR NITD</td>
<td>MK 4815</td>
<td>Tafenoquine</td>
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<td>Broad/Genzyme 5 projects</td>
<td>Pyridones GSK</td>
<td>Pyridone 932121</td>
<td>AQ13 Immtech</td>
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<td>Others 6 projects</td>
<td>Macrolides GSK</td>
<td>SAR116242 Trioxanes</td>
<td>SAR97276 Choline</td>
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<td>Others 53 projects</td>
<td>DHODH</td>
<td>Nat Product NITD</td>
<td>Artesunate Ferroquine</td>
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<td>Immucilins Einstein</td>
<td>Fosmidomycin Azithromycin</td>
<td>Arterolane PQP</td>
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<td>Others 1 project</td>
<td>Blue AQ</td>
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<td>Eurartesim™</td>
<td>Coartem®-D</td>
<td>Amodiaquine Artesunate</td>
<td>Artesunate</td>
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<td></td>
<td>Pyramax®</td>
<td>Azithromycin chloroquine</td>
<td>Mefloquine Artesunate</td>
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Non-MMV projects
MMV’s Global Access Model: Ensuring uptake and responsible use to maximize health impact

Health Impact

- Supporting adoption
- Expanding reach
- Shaping R&D

Market intelligence

Sharing insight

Partnership
Private sector is the first point of call in event of fever in rural communities in Uganda

Source: MoH-MMV household surveys, Uganda
ACT availability largely limited to public sector in rural Uganda

Outlets providing antimalarials in study districts*

*Kamuli, Kaliro, Pallisa, Budaka, 431 outlets identified in 3 districts using census approach in enumeration areas

Source: MoH-MMV supply side survey, 2007
MoH-MMV AMFm-like pilot to fill private sector access gap for affordable ACTs

- CAPSS* will provide a highly subsidized ACT through the private sector to complement public sector and HBMF
  - Contribute to reduced malaria-related morbidity and mortality
  - Inform national policy, the Affordable Medicines Facility, malaria (AMFm) and MMV

*Consortium for ACT Private Sector Subsidy
MOH, MMV, NDA, PSI, Surgipharm, Malaria Consortium, MSH
## Specifics of the programme: Product choice

<table>
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<tr>
<th>Phase 1 (East):</th>
<th>Phase 2 (West):</th>
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<tbody>
<tr>
<td>Single brand (Coartem) / Single distributor</td>
<td>Multiple brands / Multiple distributors</td>
</tr>
</tbody>
</table>

**Product selection criteria:**
- Fixed-dose combination
- Only WHO- prequalified ACT today

**Product selection criteria:**
- Fixed dose combination
- WHO prequalified
  - to enable purchase with international funding
- And / or NDA approved FDC
  - if local funding is available
Specifics of Phase I: Affordable price

- Maximum Recommended Retail Price (MRRP) to be printed on pack to ensure transparency and adherence

<table>
<thead>
<tr>
<th>Category</th>
<th>Price to importer</th>
<th>Retail price (MRRP)</th>
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<tbody>
<tr>
<td>5 &lt; 15kg</td>
<td>UGS 82.5 ($0.05)</td>
<td>UGS 200 ($0.12)</td>
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<tr>
<td>15 &lt; 25 kg</td>
<td>UGS 165 ($0.10)</td>
<td>UGS 400 ($0.24)</td>
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<tr>
<td>25 &lt; 35 kg</td>
<td>UGS 247.5 ($0.15)</td>
<td>UGS 600 ($0.36)</td>
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<tr>
<td>&gt;35 kg</td>
<td>UGS 330 ($0.20)</td>
<td>UGS 800 ($0.48)</td>
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Adequate margins to ensure stocking:
- Importer 25%, Wholesaler 17%, Retailer 35%
Key elements of CAPSS

Quantification and Procurement

Repackaging

THE REPUBLIC OF UGANDA

NOVARTIS

PSI

Medicines for Malaria Venture
Key elements of CAPSS: Ensuring correct dispensing and use

Training

- Case management and referral
- Pharmaco-vigilance
- Logistics and orders

[Images of a pharmacy and a classroom setting]
Key elements of CAPSS: Getting the drugs on the shelves

- Distribution
  - Adequate margins
  - Via distributors
  - Direct

The Republic of Uganda

Surgipharm

Medicines for Malaria Venture
Key elements of CAPSS: Generating demand

- Community mobilization
- Official launch
- Demand generation
Key elements of CAPSS: Tracking progress and impact

Independent M&E

M&E

Exit interviews  Retail audits  Household surveys

Health Impact
AMFm-like pilot experience in Uganda

- Responds to a real need
- High uptake of subsidized drug by outlets
  - Preliminary results awaited
- Strong political commitment at the highest levels
- Ownership of AMFm - concept at all levels
- Need to assist local manufacturers to meet WHO PQ
MMV’s Global Access Model: Ensuring uptake and responsible use to maximize health impact

- Supporting adoption
- Expanding reach
- Shaping R&D

- Market intelligence
- Sharing insight
- Partnership
Working in partnership is a core principle and a reality

..and many more
MMV Access: Improving patients access to effective treatment