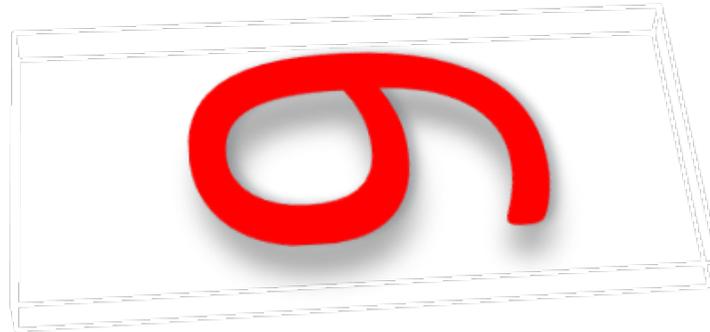


6



*Everything we See, depends on  
how we Look at it!*



9



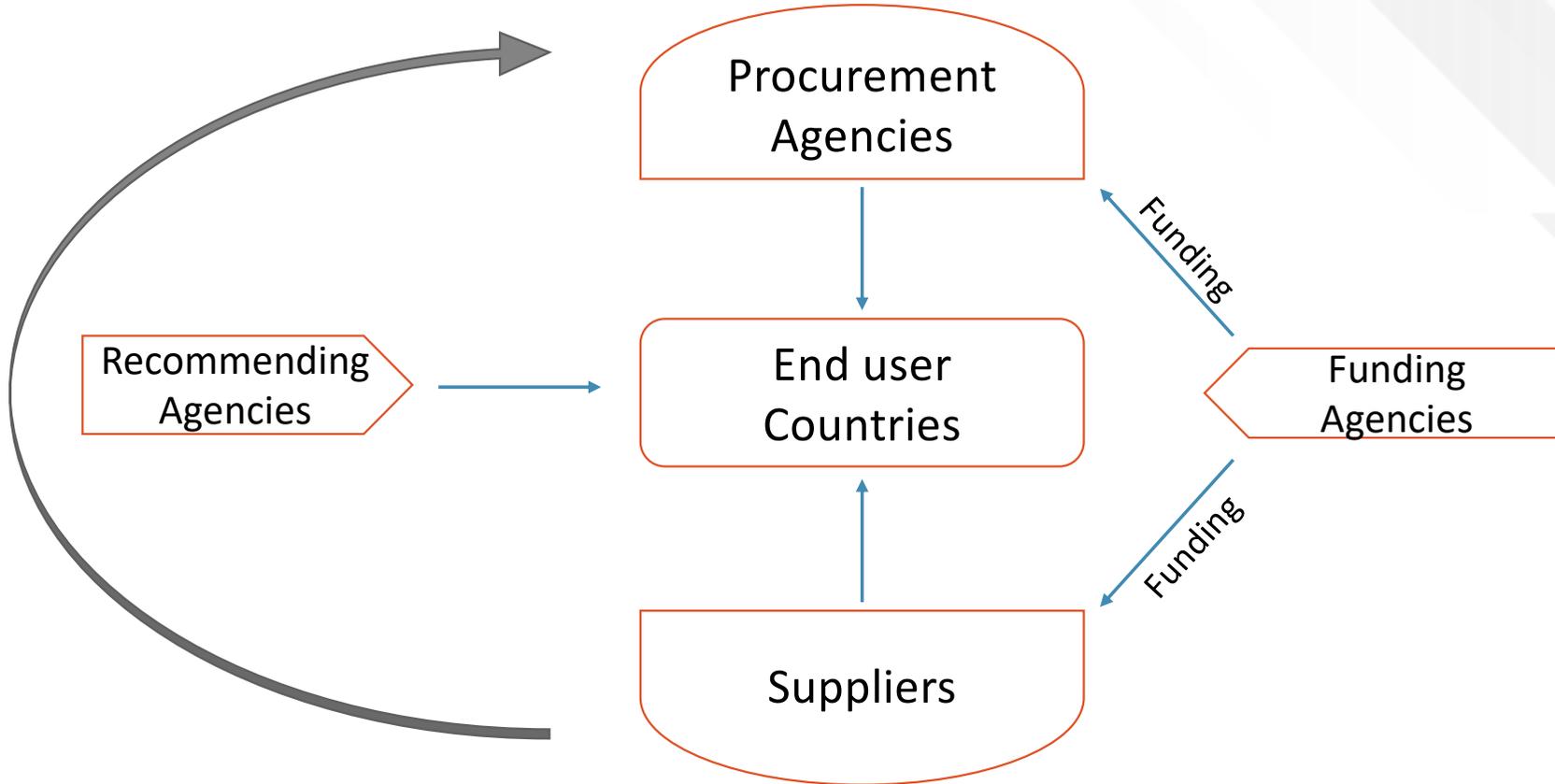
# HEALTHY MARKETS

## PERCEPTION & REALITY

Presentation by

Rajinder Kumar Suri  
Chief Executive – Biologicals  
Panacea Biotec, INDIA

# Market



# Health Indicators

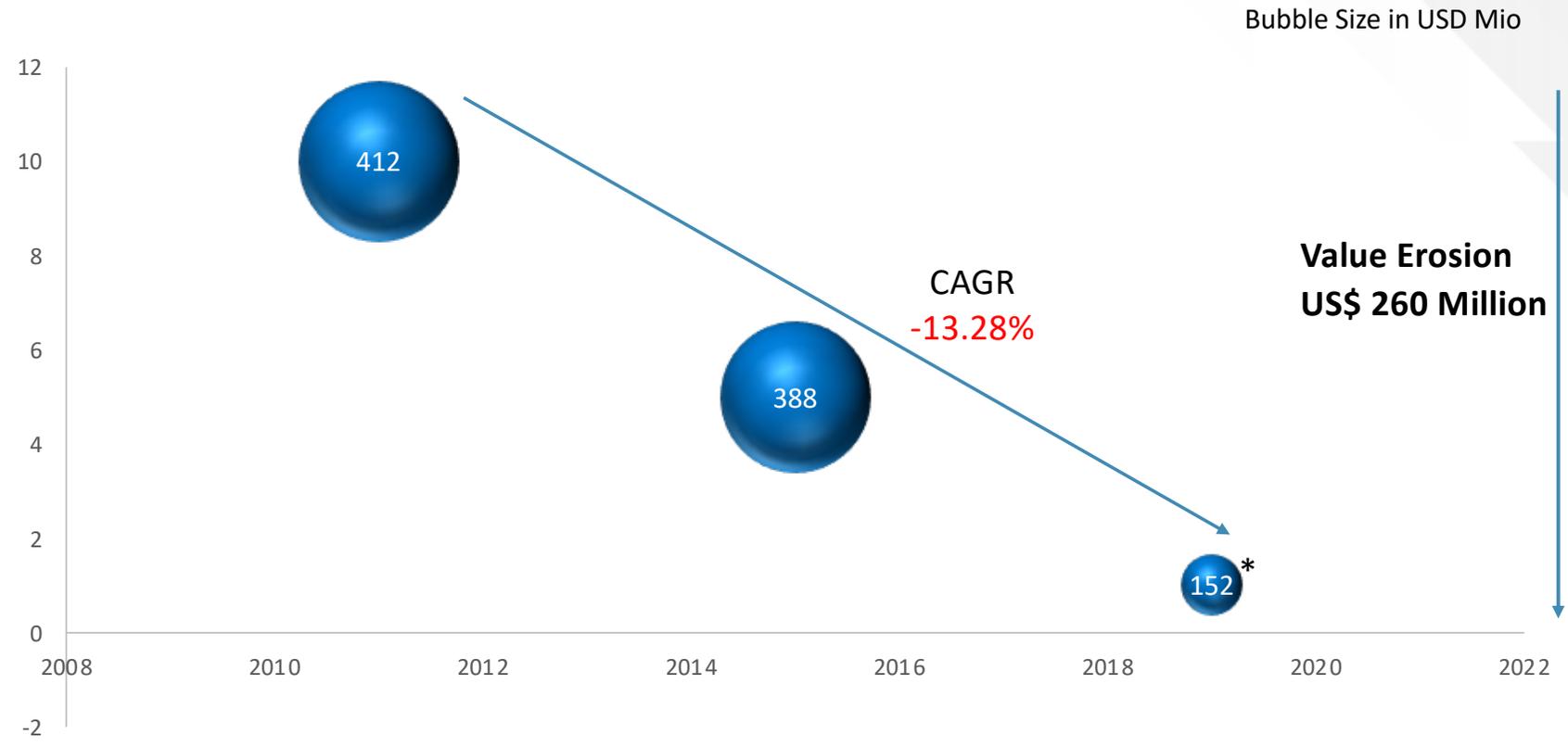
## INDIVIDUAL HEALTH

-  Blood Pressure
-  Heart Rate
-  Kidney Function
-  Liver Function
-  Lipid Profile

## MARKET HEALTH

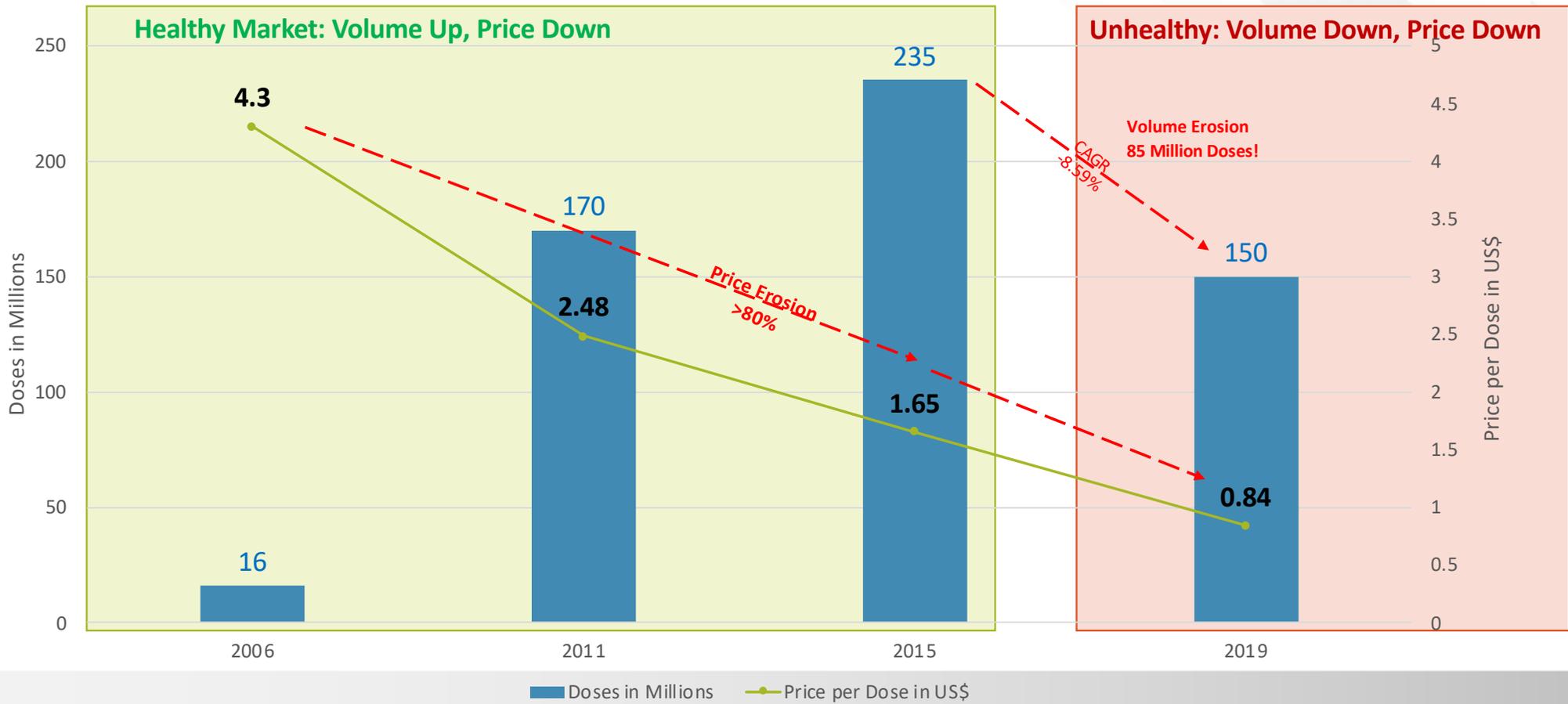
-  Market Size
-  Market Growth
-  Pricing
-  No. of Players
-  No. of Products

# wP Penta Market Size: 2011 - 2019



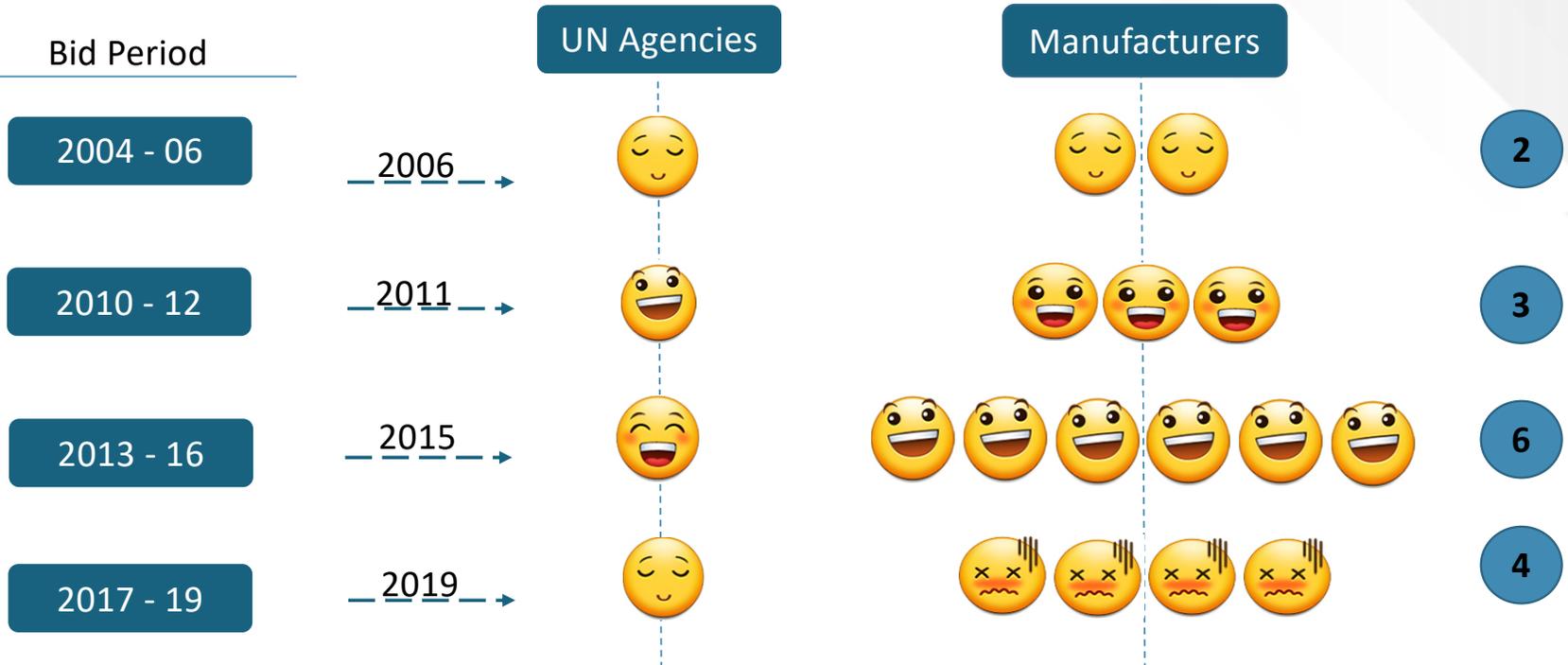
\*Self Procurement by India Included  
Data derived from Pentavalent Vaccine (DTwP-Hepb-Hib): Market & Supply Update, UNICEF Supply Division, May 2017

# wP Penta Market: Volume & WAP (2006 - 2019)



WAP: Weighted Average Price of Unicef  
 Data derived from Pentavalent Vaccine (DTwP-Hepb-Hib): Market & Supply Update, UNICEF Supply Division, May 2017

# wP Penta Awardees



**What next?**



**Too much focus on lower prices, excessive competition!  
Grab Market Share for lower Price!!**



**This is leading to Lack of Interest &  
Higher risk of Market Exit,  
May compromise Vaccine Security & healthy  
market in long term!!**

# Market Health Report



Market Eroded by US\$ 260 Million in last 8 years!



Market Growth Declined @ -13.28% CAGR



Price per dose Reduced Dramatically!



No. of Players Reduced.



Loud signal : Reduce price, Take awards !!!

# **Is this Building a Healthy Vaccine Industry?**



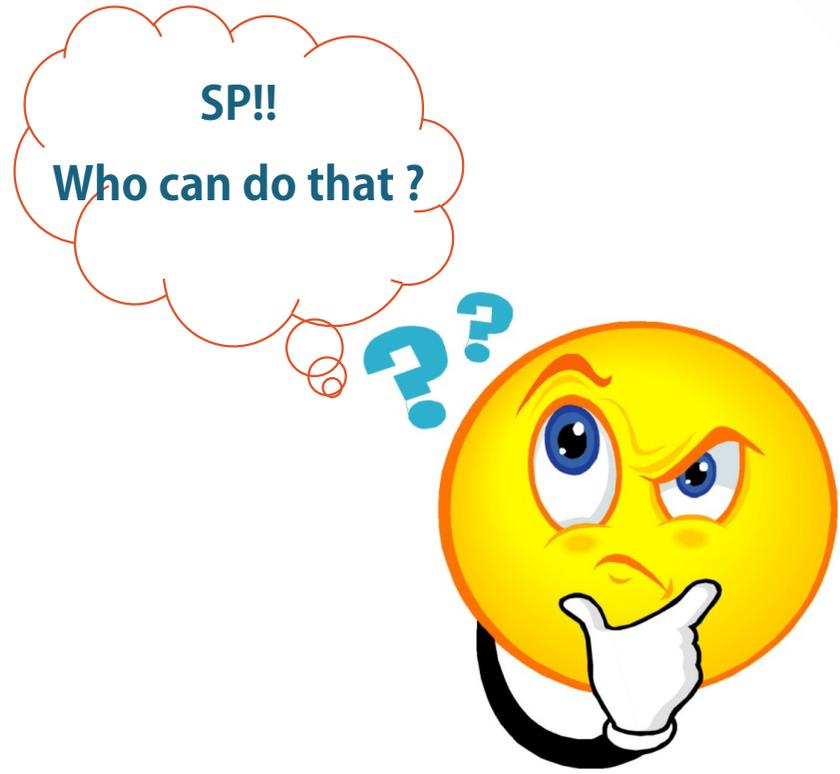
# Solution



## Objectives:

- Supply Security
- Affordability
- Transparency: Manufacturer's Funding
- Track & Eliminate predatory pricing
- Support Innovation

# Sustainable Price (SP)



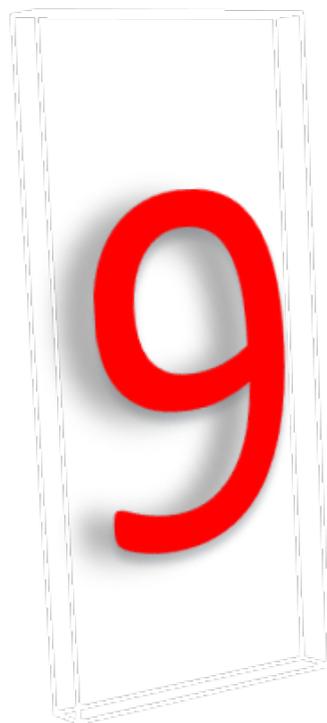
# Sustainable Price

Should Gavi not guide Companies to invest in newer rather than old vaccines?

Why should we qualify new manufacturers beyond a number?

What value a follow on manufacturer brings to the market?





**Thank you!**

