

AMMTEC 2024

African Medicines
Manufacturing Trade
Exhibition and Conference

Hosted by Vizuri and FAPMA

Post Conference Report

*Shaping the Market:
Moving from intent to demand
for African manufactured medicines*

20 – 22 November 2024 • Johari Rotana Hotel, Dar es Salaam, Tanzania

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Welcome and Acknowledgements

On behalf of the Federation of African Pharmaceutical Manufacturers Associations (FAPMA), Vizuri Health Dynamics (Vizuri), and our esteemed partners, we are delighted to present this post-conference report on the inaugural African Medicines Manufacturing Trade Exhibition and Conference (AMMTEC), which took place from 20 to 22 November 2024 in Dar es Salaam, Tanzania.

AMMTEC 2024 heralded the start of a transformative journey for the African pharmaceutical manufacturing sector. With manufacturers, regulators, financiers, policymakers, distributors, and a multitude of critical stakeholders present, the conference promoted unprecedented unity and collaboration. It further created a platform to tackle essential challenges, celebrate achievements, and envision a stronger future for medicine manufacturing across the continent.

We extend our deepest gratitude to the delegates, speakers, sponsors, and organising partners whose efforts and insights were central to the success of this milestone event. Together, we have laid the foundation for a new era of innovation, resilience, and healthcare transformation in Africa.

View a synopsis of **AMMTEC 2024** here:

https://www.youtube.com/watch?v=H_HZTWh8c5A&t=7s

About AMMTEC 2024

AMMTEC 2024 is the inaugural African Medicines Manufacturing Trade Exhibition and Conference (AMMTEC) which took place from 20 to 22 November 2024 at the Johari Rotana Hotel in Dar es Salaam, Tanzania.

The theme for **AMMTEC 2024** was ***“Shaping the Market: Moving from intent to demand for African manufactured medicines”***. This year's conference kickstarted a dynamic, resilient, and globally competitive pharmaceutical landscape in Africa.

AMMTEC is an annual gathering focused on medicine manufacturing in Africa, organised by African Manufacturers and highlighting the endeavours being made in Africa. It aims to capitalise on the growing interest and investment to connect African pharmaceutical producers with stakeholders including procurers, suppliers, financiers, regulators, and technical support teams.

AMMTEC is centred on the vision of creating a dynamic, resilient, and globally competitive medicine manufacturing landscape in Africa. The conference aims to unite African and international stakeholders to address critical challenges, foster collaboration and partnerships to drive the growth of local manufacturing. By shaping markets and building demand for African-manufactured medicines, AMMTEC is committed to enhancing access to healthcare, strengthening supply chains, and empowering manufacturers to play a central role in advancing health outcomes across the continent.

AMMTEC is hosted by FAPMA and Vizuri. It is powered by Health 4 Development (H4D), a strategic advisor operating across the full healthcare value chain, with support from Upavon as the event secretariat.

For further information visit www.ammtec.org.za

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About the Organisers



The Federation of African Pharmaceutical Manufacturers Associations (FAPMA)

FAPMA, which is a continental organisation of Africa-based manufacturers, supports a vibrant and self-sustaining pharmaceutical manufacturing industry in Africa, providing quality and affordable medicines that contribute to the reduction of disease burden and promotes economic development of the continent. FAPMA has a mission to facilitate collaboration between regional pharmaceutical manufacturing associations to address the common challenges faced by the industry and enhance opportunities towards self-sufficiency. This will be achieved through advocacy and partnership with other stakeholders and supporting its members in investments and funding as well as market access. FAPMA represents over 700 African pharmaceutical companies through its associations.

fapma.org



Vizuri Health Dynamics (Vizuri)

Vizuri is an African non-profit organisation created to foster a competitive African pharmaceutical manufacturing sector. Vizuri's mission is to ensure regional supply and availability of quality, affordable medicines for patients across the continent by improving the capacity and scale of Africa's pharmaceutical manufacturers. Vizuri partners with manufacturers, regulators, purchasers, funders, and other stakeholders to address key market failures to improve the supply, quality and value of crucially needed therapeutics and API manufacturing for Africa's people. Vizuri catalyses investments and builds the sector's capabilities in security of supply; quality of commodities; and ensuring value for money.

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Call to Action

The inaugural **AMMTEC 2024** laid the foundation for transformative growth in Africa's pharmaceutical manufacturing sector, emphasising the pivotal role of FAPMA as the industry's collective voice.

The conference concluded with actionable directives to drive sustainable development and empower the continent's manufacturers to meet current and future challenges.

1. Strengthening FAPMA's Role as an Industry Body

FAPMA's leadership plays a crucial role in overcoming industry barriers such as regulatory hurdles, aligning trade policies, and championing procurement preferences that levels the playing field for local manufacturers. As emphasised at **AMMTEC 2024**, a robust industry association is vital for collaboration, advocacy, and growth. FAPMA serves as the unifying force for manufacturers, empowering them to collectively demand accountability, instigate systemic change, and capture new opportunities. The organisation's advocacy will ensure the industry is poised to meet the growing needs of the African healthcare industry, ready for the next pandemic and positioned to compete globally.

2. Building FAPMA's Capacity for Long-Term Impact

Building the capacity of FAPMA is a top priority, as the organisation must be fully equipped to serve its members and influence global and continental health policies. The proceeds generated from AMMTEC events, among other fund-raising events will be used to establish a robust operational framework, fund a dedicated secretariat, and launch a focused membership drive. These efforts will enable FAPMA to lead initiatives such as cooperative purchasing, pooled procurement, licensing reforms, and South-South collaborations while building resilience in the face of future health crises.

3. A Unified Call for Action Across Stakeholders

The success of African pharmaceutical manufacturing relies on a coordinated approach. Policymakers must design trade policies that empower local manufacturers, eliminate barriers in procurement and movement of medicines across the continent. Regulators must streamline processes to facilitate innovation and accelerate approvals for regional manufacturers. Financiers are called upon to invest with patience and a long-term commitment to build the industry's capacity. Finally, manufacturers must collaborate, share knowledge, engage in south-south collaboration including technology transfers, and take collective action to strengthen the sector's capacities, capabilities and resilience.

4. Sustaining Momentum Through Collaboration

AMMTEC 2024 marked the beginning of a paradigm shift, where the industry takes ownership of its future. The collective energy, insights, and commitments made at the conference must now translate into actionable steps. With FAPMA at the helm, supported by its members and partners, the industry is poised to build a resilient, innovative, and globally competitive pharmaceutical ecosystem that ensures equitable healthcare access across Africa.

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Thank you to our Sponsors and Partners

The success of **AMMTEC 2024** hinged on the invaluable support from our sponsors and partners. Their contributions were essential in realising this event and demonstrating our collective commitment to enhancing Africa's pharmaceutical manufacturing sector. Our sponsors' and partners' commitment to supporting African manufacturers and promoting collaboration across the industry has been vital in establishing **AMMTEC 2024** as a significant event. We anticipate ongoing partnerships as we work together to transform the future of medicine manufacturing in Africa.

We express our sincere appreciation to our sponsors and partners listed below:

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Conference App:



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AMMTEC 2024 by the Numbers

AMMTEC 2024 united a diverse group from the pharmaceutical manufacturing ecosystem, highlighting collaboration and partnerships to advance the industry. It attracted manufacturers, policymakers, financiers, regulators, and technical partners committed to enhancing Africa's pharmaceutical manufacturing.

With strong attendance and engagement, **AMMTEC 2024** served as an ideal platform for creating connections and achieving actionable outcomes. Participants engaged in meaningful discussions, exchanged business connections, and sought innovative solutions to industry challenges. The conference offered a powerful digital experience via the Whova app, allowing participants to connect and optimize their involvement. The app's enthusiastic use and networking opportunities emphasized AMMTEC's role as a key forum for African pharmaceutical stakeholders.

The event's success is evident in strong participation, high interaction levels, and sponsor visibility, demonstrating its growing role in shaping Africa's pharmaceutical manufacturing future.

Attendance

- Participants from 26 countries
- 111 Organisations in attendance
- 46 Speakers
- 200 Delegates registered
- 3 Sponsored side sessions (UNIDO, Unitaid, UNAIDS)

Networking and Engagement Insights from the Whova Conference App

- Over 952 private messages were exchanged.
- 301 Business cards were scanned and exchanged, fostering meaningful connections.
- 818 Attendees interacted one-on-one, underscoring the value of the event as a networking platform.

Sponsor Visibility

The sponsors achieved a total of 202,478 impressions, reflecting strong exposure and interest.

High Engagement Rate

The Whova event app achieved a 69% download rate, with 89% of attendees rating it positively.

Manufacturer Attendance

Over 30 African manufacturers of pharmaceuticals, diagnostics, vaccines, and Active Pharmaceutical Ingredients representing 11 countries: Democratic Republic of the Congo, Ethiopia, Egypt, Ghana, Kenya, Nigeria, South Africa, Tanzania, Uganda, Zambia, and Zimbabwe.



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Conference Programme and Highlights

Opening Day (Wednesday, 20 November 2024)

AMMTEC Conference Opening Event and Drinks Reception

The inaugural **African Medicines Manufacturing Trade Exhibition and Conference (AMMTEC 2024)** commenced in Dar es Salaam with a powerful call to action for the continent's pharmaceutical industry. Dr Skhumbuzo Ngozwana, Board Member of the Federation of African Pharmaceutical Manufacturers Associations (FAPMA), emphasised the need for transformative change, stating: "We have to do things differently. It's time for us to claim our space and seat at the table. AMMTEC gives us an opportunity to get back on track. We must ensure that when the next COVID comes, the continent is prepared, and we don't go to anyone with a begging bowl in our hand."

The hosts of **AMMTEC 2024**, FAPMA and Vizuri Health Dynamics (Vizuri) have set the task of enabling a vibrant, resilient and globally competitive African pharmaceutical industry. During the opening ceremony alongside Dr Ngozwana and Jens Pedersen representing Africa CDC, Dr Mariatou Tala Jallow, Chairperson of Vizuri announced: "Today, we ignite a revolution in African pharmaceutical manufacturing. **AMMTEC 2024** is not just a conference; it is a catalyst for transformation, where manufacturers take on ownership and have the hard conversations to forge the future of Africa manufacturing. This is a journey where we walk together to get far but also walk faster".

This significant turnout reflects the urgency of building Africa's resilience and self-reliance in medicine production. "We will no longer accept the status quo, where our continent remains a passive consumer of healthcare solutions. The COVID-19 pandemic exposed the critical need for local manufacturing capacity, and we are determined to harness the lessons learned to build a resilient and sustainable healthcare industry," reiterated Dr Ngozwana.

The opening set the tone for the conference, which will tackle critical questions around market access, sustainable funding, and policy incentives to position African medicines as the preferred choice for patients, professionals, and procurers. With sessions aligned to the theme "**Shaping the Market: Moving from Intent to Demand for African-Manufactured Medicines**," **AMMTEC 2024** seeks to drive actionable outcomes that will shape the future of healthcare on the continent.

The opening remarks underscored the high stakes and opportunities at hand, leaving attendees inspired and ready to take bold steps toward a self-reliant, innovative, and resilient pharmaceutical industry for Africa. The conference opening concluded with an informal networking reception, which provided a relaxed atmosphere for delegates to connect with exhibitors, fellow manufacturers, and other key stakeholders. Attendees enjoyed drinks and light snacks while exploring opportunities for collaboration and partnerships. This event set the stage for the meaningful discussions and relationships that would follow over the course of the conference and beyond.



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Conference Day 1 (Thursday, 21 November 2024)

Breakfast Roundtable Discussion in Development Finance for African Medicine Manufacturing. The round table was titled: Closing the gap between investor funding and manufacturer needs.

The day began with a Breakfast Roundtable Discussion titled "Closing the Gap Between Investor Funding and Manufacturer Needs." This engaging session brought together African manufacturers and development finance institutions to explore pathways for bridging the financing gap in the pharmaceutical manufacturing sector.

Participants had the opportunity to connect with potential investors, share their specific investment needs, and gain insights into current and future investment priorities for capital investment. The discussions provided a comprehensive overview of the investment landscape, covering a variety of funding mechanisms such as grants, loans, equity investments, and guarantees.

This roundtable fostered meaningful dialogue on aligning manufacturer requirements with investor expectations, setting the stage for actionable partnerships to accelerate the growth of African medicine manufacturing.



Moderated by Dr Iain Barton, Founder – Health 4 Development

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Plenary Session 1: Brand Africa, Building Trust and Demand – Panel Discussion with Q&A

The Brand Africa panel at **AMMTEC 2024** gathered industry leaders and marketing experts to discuss how branding and marketing can change perceptions of African-made pharmaceuticals and increase demand in both local and global markets. The session emphasised overcoming biases, building trust, and using innovative strategies to improve the visibility and credibility of African made health care products.

Hosted by: Thabang Skwambane: CEO – Nahana Communications Group.

Speakers: Dr Silvia Vito: Africa Head – Eva Pharma / Steve Kisakye: Founding Partner – Axum / Sandri Yssel: Senior Director and GM – Southern Africa for IQVIA



Track 1 Sessions Summary – Unlocking Markets, Demand Generation and Securing Offtake

Panel discussion and presentation on the role of partnerships and licence agreements in advancing local manufacturing in Africa

This session highlighted how partnerships enhance growth in African medicine manufacturing, with insights from the 2024 Access to Medicines Index (published earlier in the week) and successful collaborations. It focused on local manufacturing models, including licensing agreements like technology transfers and voluntary licenses, allowing manufacturers to scale and meet demand.

Speakers: Moderated by Julia Maynard: Acting Chief – Division of Supply Chain for Health, USAID / Claudia Martinez: Director of Research – Access to Medicine Foundation / Prashant Sisodia: Vice-President – Viatris, Hyderabad, India



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Unlocking the Fragmented Private Sector – Panel and Presentation

This session focused on strategies for African medicine manufacturers to effectively navigate and capitalise on the fragmented private sector in Africa. Discussions highlighted the significant market opportunities, the challenges of obtaining reliable data, and the importance of understanding market dynamics. The session emphasised the critical role of the faith-based network in the private sector, along with the need for strong distribution partnerships and collaborative business planning. Digital platforms were identified as key tools for addressing market fragmentation, enabling manufacturers to streamline operations, enhance visibility, and better connect with private sector stakeholders.

Speakers: Moderated by Phil Roberts: Route to Market Lead – Project Last Mile / Carol Banks: Senior Advisor – Maisha Meds, Kenya / Richard Neci Cizungu: Executive Director – Ecumenical Pharmaceutical Network (EPN), Kenya



Players from the East: Proponents, Predators or Partners – Panel Discussion

This session explored the promising and evolving relationships between African manufacturers of medicines and their Indian and Chinese counterparts. It explored the diverse roles these Eastern partners play in the African pharmaceutical landscape, ranging from supportive collaborators to potential competitors.

Speakers: Moderated by Dr Iain Barton: Founder – Health 4 Development / Prashant Sisodia: Vice-President – Viatris, Hyderabad, India / Palu Dhanani: Founder and CEO – Universal Corporation Limited, Kenya / Frank Muonemeh: Executive Secretary – Pharma Manufacturers Group, Nigeria



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Track 2 Sessions Summary – Technical Operations, Blended Finance and Business Practice

A Quality Town Hall

This exciting, and fast-moving session featured a rapid-fire Q&A session with questions posed by African manufacturers to African medicine regulators, policy makers and technical support partners. The format mirrored a “presidential” debate, allowing for a dynamic and engaging discussion on the critical issues surrounding the regulation of the African pharmaceutical industry.

Speakers: Moderated by Dr Skhumbuzo Ngozwana: CEO – Kiara Health, South Africa / Emeka Okoli: Chairman – Emzor Pharmaceutical Industries, Nigeria / Moderator Chimwemwe Chamdimba: Principal Programme Officer & Policy Specialist – AUDA-NEPAD / Beth Yeager,: Senior Director – United States Pharmacopeia (USP) / Adonis Bitegeko: Tanzania Medicines and Medical Devices Authority

Changing Focus, Changing Priorities – Presentations and Discussions

This session showcased the experiences of UCL in Kenya and Varichem in Zimbabwe as they transitioned from producing low-cost generics to focusing on branded generics, and portfolio diversification. The discussion highlighted the challenges of competing on unit costs for essential medicines across donor, government procurement, and private markets, particularly after investing in WHO prequalification. Insights from these journeys provided valuable lessons for navigating market dynamics while maintaining quality and sustainability

Speakers: Moderator Robert Matiru: Director – Program Division, Unitaid, Geneva / Meer Dhanani: Business Development Head – Universal Corporation Limited, Kenya / Dennis Choguya: Sales and Marketing Manager – Varichem, Zimbabwe



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Presentation and Panel Discussion on Africa's Self-Sufficiency Ambition and the Importance of Local API Manufacturing

This session highlighted the journey of CPT Pharma in successfully commercialising African-made APIs, emphasising the critical role of strategic partnerships and capacity building. Key success factors included USAID's catalytic funding and technical support through the Promoting the Quality of Medicines Program, coupled with CPT's leadership commitment to invest alongside donor support. The discussion addressed the unique challenges of API manufacturing, such as laying transferable technical capacity to scale production, balancing public health needs with business viability, and ensuring market demand through early business planning. Panellists emphasised that sustained growth in API manufacturing requires coordinated sectoral support, strong market-shaping efforts, and scalable technical capacity to drive competitiveness and meet Africa's public health needs.

Speakers: Moderator Diana Edgil: Chief – Supply Chain for Health Division USAID / Moderator Hannes Malan: Managing Director – Chemical Process Technologies Pharma (CPT Pharma) / Perrerr Tosso: Director – Pharmaceuticals Manufacturing Programs, US Pharmacoeia



Lunch Events

During lunchtime on Day One of **AMMTEC 2024**, a dedicated roundtable discussion provided an engaging platform for delegates to delve deeper into critical topics, fostering dialogue and collaboration among industry stakeholders.

UNAIDS Working Lunch Roundtable

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Accelerating Local Production of Medicines and Health Commodities through South-South Collaboration: The Africa – China – UN Tripartite Framework

This session focused on leveraging the Africa-China-UN Tripartite Framework to support unified market creation and comprehensive policy interventions under the AfCFTA agreement. The discussion centred on how this relationship can advocate for and bolster local pharmaceutical production across the continent.

The roundtable began with an overview of the current investment landscape, showcasing findings from consultations with African manufacturers about existing capacities and product categories with market potential and demand. The dialogue emphasised the importance of aligning these opportunities with continental policy initiatives to create a unified market.

Key discussions included identifying next steps for champion countries like Ethiopia, Kenya, South Africa, and Nigeria, which are positioned to catalyse investment and drive South-South collaboration. Participants explored strategies to unlock investment opportunities and strengthen partnerships across industry players, pharmaceutical associations, governments, development partners, and financiers.



This session underscored the importance of strategic collaborations and targeted policy interventions to create a thriving, unified pharmaceutical market in Africa, while fostering sustainable South-South global partnerships.

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Day 1 Plenary Session 2

Driving Investments, Incentives and Preference

Strategies needed to attract investment, incentivise local production, and prioritise locally manufactured medicines within African healthcare systems were explored. Panellists highlighted the role of preference policies in procurement and trade to boost local manufacturing, while addressing challenges like regulatory barriers and unstable demand. Discussions examined the current investment landscape, emphasising the need for reliable data, offtake guarantees, and partnerships with non-African pharmaceutical companies to unlock capital. Lessons from the COVID-19 pandemic underscored the importance of tailored incentives, such as tax breaks and guaranteed procurement, to foster sustainable growth.

Case studies of successful funding initiatives provided practical insights into securing investments and achieving growth, offering a clear roadmap for building a resilient, locally-driven pharmaceutical industry in Africa.

Speakers: Moderator Dr Egbe Osifo-Dawodu: Founding Partner – Anadach Group / Prof. Chimezie Anyakora: CEO – Bloom Public Health, Nigeria / Dr Skhumbuzo Ngozwana: AMMTEC Secretariat – FAPMA Board Member / Dr Naim Hage: Director and Cluster Head – Middle Africa for IQVIA / Willie Siduna: Common Market for Eastern and Southern Africa (COMESA)



UNIDO Sponsored Session

Revitalising the Pharmaceutical Manufacturing Plan for Africa for Pandemic Preparedness and Resilience: A Call to Action

The critical requirements for fostering sustainable and self-sufficient regional production of quality medical products and health technologies in Africa were thoroughly examined, focusing on actionable strategies to strengthen local capacity and drive long-term growth. Discussions centred on leveraging local and regional private sector players to promote local API manufacturing, improve product availability, and build resilient supply chains. Panellists explored opportunities for technology and knowledge transfer, alongside mechanisms to help local companies prepare bankable business cases to raise capital for API and finished formulation manufacturing. The session concluded with a call to action to revitalise the Pharmaceutical Manufacturing Plan for Africa (PMPA), support API manufacturing through patient capital and innovative production techniques like clean chemistry, and encourage Development Finance Institutions to create bespoke funding instruments for API production, technology transfer, and product acquisition.

Speakers: Moderator Dr Skhumbuzo Ngozwana: CEO – Kiara Health, South Africa / Alejandro Rivera Rojas: Industrial Development Officer – UNIDO / Borut Strukelj: International Senior Expert on Health Industry – UNIDO / Mr. Mehrdad Rahmanifar: International Investment and Finance Expert – UNIDO

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Regional Collaboration 'Speed Dating' with Light Snacks and Drinks

This highly interactive session, Moderated by Dr Iain Barton, Founder Health 4 Development, delved into the critical "What" and "How" of regional collaboration to accelerate African medicine manufacturing. Discussions covered a wide range of topics aimed at fostering cooperation across the continent, including upstream vendor development, inbound and intra-Africa logistics, and policy and regulatory harmonisation. Participants explored strategies to enhance quality and technical standards, promote regional pooled procurement, and establish hubs for skills development and training.



The session also addressed opportunities for group purchasing of input materials, collaboration between manufacturers, demand generation in private sector markets, and leveraging regional trade incentives. Together, these elements outlined a comprehensive roadmap for boosting regional integration and strengthening Africa's pharmaceutical manufacturing ecosystem.



Delegates enjoyed a buffet dinner at Hamilton's Restaurant in the Johari Rotana Hotel, providing an excellent opportunity for networking and building new connections.

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Conference Day 2 (Friday, 22 November 2024)

Recap of Day 1 and Look Ahead at Day 2 by Dr Mariatou Tala Jallow: Council Chair – Vizuri Health Dynamics

Dr Mariatou Tala Jallow, Council Chair of Vizuri Health Dynamics, highlighted the key moments from Day 1 of **AMMTEC 2024**, which set the tone for transformative discussions on investment, regulatory harmonisation, and demand generation for African medicine manufacturing. She emphasised the importance of collaboration and policy alignment in driving industry growth. Looking ahead to Day 2, Dr Jallow encouraged participants to focus on practical solutions and actionable outcomes for Africa's pharmaceutical future.



Day 2 Plenary Session 3

Competing as Equals through Operations and Business Performance

The discussion addressed the challenges African medicine manufacturers face in competing with international suppliers while investing in international quality standards. Sustainable profitability was emphasised as essential, with a focus on Cost, Volume, Profit (CVP) analysis to evaluate business performance and financial health. Participants highlighted the need for price preference policies to create a level playing field and examined strategies like increasing sales volumes and technical interventions to optimise production and operational costs. Businesses shared their experiences, support mechanisms, and outcomes, providing insights on how these approaches can be scaled and replicated to strengthen Africa's pharmaceutical manufacturing sector.

Speakers: Moderator Matt Tyson: Production Operations Practice Lead – Health 4 Development / Shamit Shah: Owner and CEO – Freight In Time / Gavin Pearson: CEO – Laborex East Africa / Emeka Okoli: Chairman – Emzor Pharmaceutical Industries, Nigeria



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Day 2 Track 1 Sessions

Unlocking Markets, Demand Generation and Securing Offtake

Panel Discussion Market Shaping through Pooled Procurement

The panel discussion focused on how pooled procurement can stabilise demand and optimise costs for African medicine manufacturers. It highlighted successful models, including The Global Fund's mechanism for HIV, TB, and malaria commodities, and the Africa CDC's 2024 announcement of a pooled procurement mechanism to boost local production. The Ecumenical Network's operations for health facility procurement demonstrated additional opportunities for leveraging pooled models. Pooled procurement was emphasised as a key strategy to enhance efficiencies, reduce costs, and strengthen the continent's pharmaceutical manufacturing sector.

Speakers: Moderator Faith Mangwanya: Programme Officer – Regional Manufacturing, Unitaid / Cathal Meere: Manager Pharmaceutical Sourcing – The Global Fund, Geneva / Clarisse Morris: Manager – Market Shaping and Partnerships, The Global Fund, Geneva / Jens Pederson: Senior Advisor – Africa CDC / Richard Neci Cizungu: Executive Director – Ecumenical Pharmaceutical Network (EPN), Kenya



Presentation and Panel Discussion on Health Products Regulatory Reliance and Convergence – What is in AfCFTA?

The importance of regulatory reliance and convergence in ensuring medical products meet quality, efficacy, and safety standards across regions was discussed. Strategies for aligning technical standards, streamlining regulatory processes, and improving the movement of goods through harmonised trade policies were highlighted. By fostering collaboration and reducing duplication, regulatory reliance and convergence were identified as critical tools for strengthening the efficiency and competitiveness of the medical products sector in Africa.

Speakers: Moderator Tiwonge Badze: Senior Technical Advisor – Global Health Systems Innovation, MSH South Africa / David Karenye: Manager – Product and Supplier QA Compliance, The Global Fund, Geneva / Willie Siduna: Pharmaceutical Sector Development Coordinator – COMESA

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Day 2 Track 2 Sessions

Technical Operations, Blended Finance and Business Practice

Eva Pharma, Egypt and Eli Lilly Partnership – Case Study and Discussion

The successful partnership between Eli Lilly & Company and Eva Pharma, enabling the formulation, filling, and finishing of insulin vials and cartridges in Africa was shared. Key lessons from the partnership included Eli Lilly's tailored support and adjustments to its standard model to meet the collaboration's needs and achievement of the unprecedented 2-year timeframe from signature to production. The discussion highlighted actionable strategies for manufacturers aiming to replicate such in-licensing models to enhance regional production and access to essential medicines.

Speakers: Moderator Ann-Marie Hosang-Archer: Board Chair – Health 4 Development, Mauritius / Dr Silvia Vito: Africa Head – Eva Pharma, Kenya / Robert Lloyd: Associate VP Social Impact – Eli Lilly, USA / Dr Michael Nabil: R&D Director – Eva Pharma Group, Egypt



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Presentation and Panel Discussion – Market Access for UHC Goals through Local Manufacturing

Translating Data Into Action – A Kenya Country Case Study

The important role of local manufacturing in achieving Universal Health Coverage (UHC) goals, using Kenya as an example was emphasised. Essential Medicines (EMs) are crucial for basic healthcare, but access is limited by regulatory barriers and funding issues.

The session showcased Kenya's efforts to collect and use market data to engage stakeholders that can lead to investments that improve the pharmaceutical supply chain. Discussions focused on the importance of aligning local manufacturing with the community's needs, providing a clear plan to increase the production of essential medicines and support Africa's UHC goals.

Speakers: Moderator Dr Maraki Fikre: Senior Technical Advisor – Africa Resource Centre (ARC) / Moderator Dr Tom Menge: Head – Department of Health Products and Technologies, Kenya / Dr Hiteshi Upreti: CEO – DEI BioPharma, Uganda / Richard Neci Cizungu: Executive Director – Ecumenical Pharmaceutical Network (EPN), Kenya



Closing Plenary and Call to Action

The closing session of **AMMTEC 2024** reflected on the event's achievements while calling for urgent action to advance Africa's pharmaceutical manufacturing sector. The overarching vision, "accelerating the growth of medicines manufacturing on the continent," was reaffirmed as an imperative, not a mere aspiration. The time for delays, bureaucracy, and fragmented efforts has passed. Instead, industry leaders issued a collective demand for accountability, equity, and bold action to empower Africa's manufacturing capabilities.

The "Key Asks" from the AMMTEC 2024 Delegates were:

Policymakers – Policies designed to empower local industry, ensure long term security of supply for Africans, and encourage regional manufacturers and procurement policies that generally prefer them.

Valued Regulators – Your role is to facilitate innovation, protect public health, and eliminate barriers to regional manufacturers. We need streamlined processes, clear guidelines and a commitment to supporting local industry.

Esteemed Financiers – your capital is essential, but it cannot be deployed without a long-term commitment and most of all patience. We need investments in local manufacturing capacity that address Africa's needs.

Industry Colleagues – we must stop competing with each other on tiny wins. We must unite and demand a level playing field. We must support each other, share knowledge, collaborate on projects that benefit the entire continent.

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The Role of FAPMA

FAPMA's role as a unified industry body was underscored, emphasising its importance in advocacy, development, and collaboration. The COVID-19 pandemic revealed systemic vulnerabilities, with political priorities often reverting to short-term cost concerns. This moment demands preparation and resilience, as the next pandemic is not a question of "if" but "when." As a first step toward strengthening FAPMA, **AMMTEC 2024** marked the start of a journey to unite the industry under a cohesive and focused association.

The Impact of AMMTEC 2024

The inaugural AMMTEC conference brought together over 30 African manufacturers representing 11 countries, alongside international partners, marking a significant milestone for the industry. It provided a platform to address tough questions, build partnerships, and foster collaboration. The success of AMMTEC underscored the value of industry-led initiatives and the importance of creating spaces where manufacturers take ownership of their future.

Call to Action

Policymakers were encouraged to craft trade and procurement strategies that support local manufacturers and emphasise regional production. Regulators were reminded of their duty to foster innovation and simplify processes for domestic stakeholders. Financiers were urged to make long-term investments tailored to the sector's distinct requirements. Industry participants were challenged to move past competition for scarce resources and instead collaborate to foster sustainable growth across the continent.

What's Next for AMMTEC

AMMTEC will continue to be a platform for dialogue, collaboration, and progress, ensuring that the momentum from this year's event translates into significant and lasting impact.

FAPMA will prioritise a membership drive and outreach to secure financial support for a sustainable secretariat. Focus areas will include partnerships with key stakeholders, advocating for policy reforms, commercial support and political commitment, facilitating pooled procurement and other market access initiatives and supporting south-south collaboration and capability building and technology transfers.

Efforts will centre on building a robust "Made in Africa" brand, grounded in quality, safety, and value.

AMMTEC 2024 concluded with a clear message:

The time for action is now. Together, the industry can build a future driven by innovation, resilience, and a commitment to the health and prosperity of Africa's people.

Looking Ahead to AMMTEC 2025

The planning for AMMTEC 2025 is already underway, with participants invited to provide feedback on the location and timing of next year's conference.

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Speakers: Dr Iain Barton, Director of Health 4 Development / Dr Skhumbuzo Ngozwana: CEO – Kiara Healthcare and FAPMA Board Member

Post the conference closing, delegates had opportunities to meet with key stakeholders of their choice and engage in tailored side sessions.



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Networking and Roundtable Time

The Networking and Roundtable Time provided a dedicated opportunity for African manufacturers and delegates to engage directly with key stakeholders. This session fostered meaningful conversations and collaboration, enabling participants to discuss specific challenges, explore potential partnerships, and identify actionable solutions tailored to their unique needs. The allocated time ensured that attendees could maximise their interactions, building connections essential for advancing the goals of African pharmaceutical manufacturing.

Side Session: Unitaid Industry Consultation

This session highlighted Unitaid's Regional Manufacturing for Equitable Access (RMEA) and Pandemic Preparedness and Public Response (PPPR) initiatives. These initiatives seek to boost Africa's ability to produce health products domestically, ensuring sustainable access to medical countermeasures during health emergencies and pandemics. Although Africa accounts for 25% of the global disease burden, it still relies significantly on external manufacturing, emphasising the critical need to enhance local production.

Key discussions centred on Unitaid's efforts to boost the regional production of diagnostics, therapeutics, and other health tools through licensing agreements, technology transfer, and capacity-building initiatives. The session emphasised the importance of pre-agreements and legal instruments, such as tech transfer contracts, to enable equitable access and strengthen Africa's pandemic preparedness.

Participants explored the enablers required to support African-based manufacturers, focusing on strategies to create timely and effective pre-agreements, enhance production capacity, and ensure Africa's resilience in responding to health emergencies. This session underscored the critical role of collaborative frameworks and proactive planning in achieving equitable access and fostering a robust regional manufacturing ecosystem.



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Side Session: Women in Medicine Manufacturing

The Women in Medicine Manufacturing Africa (WIMMA) initiative, launched at **AMMTEC 2024**, aims to address the skills shortage and gender disparity in Africa's pharmaceutical manufacturing sector. By empowering women at all levels, WIMMA seeks to build a resilient and globally competitive industry that drives innovation, economic growth, and equitable healthcare access.

Africa's medicine manufacturing sector faces critical gaps in technical expertise, leadership, and research capacity, compounded by barriers that limit women's participation, such as discrimination, inflexible work environments, and limited mentorship opportunities. WIMMA recognises that women's contributions enhance innovation, strengthen local economies, and foster community health initiatives, making their inclusion essential to the industry's success.

The session highlighted key actions, including mentorship programs, partnerships with big pharma for internships and funding, and aligning educational programs with industry needs. Advocacy for gender equity policies and workplace inclusivity was also emphasised as critical to fostering a supportive environment for women in the sector.

WIMMA is not just about addressing gender gaps; it is about leveraging untapped potential to transform African medicine manufacturing. By fostering collaboration and inclusivity, WIMMA aims to accelerate the sector's growth and position Africa as a global leader in pharmaceutical production.

Speaker: Moderator Ann-Marie Hosang-Archer: Board Chair – Health 4 Development, Mauritius



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Appendix

List of Attendees / Organisations:

Abbott Rapid Diagnostics International
 Access to Medicine Foundation
 Africa Centres for Disease Control and Prevention
 African Union Development Agency (AUDA-NEPAD)
 Africinvest
 Africure Pharmaceuticals Limited
 Alfa Pharmaceuticals Ltd
 Amex Healthcare GmbH
 Anadach
 API For Africa (APIFA)
 Africa Resource Centre (ARC)
 Aspen Pharmacare Holdings Ltd
 Atlantic Lifesciences Limited
 Aurobindo Pharma Limited
 Axum
 Biodeal
 Bloom Public Health
 China-Africa Supply Chain Research Institute (CASCRI)
 Chinese Embassy in Tanzania
 CHS Advisory
 Coachman Consultancy
 COMESA
 Connexi
 Chemical Process Technologies (CPT) Pharma
 Crown Healthcare
 Dawa Life Sciences
 DEI Biopharma Limited
 Dinlas Pharma
 Drugs for Neglected Diseases initiative and
 Global Antibiotic Research and Development Partnership
 (DNDi GARDP) Southern Africa
 DP World
 Droga Pharma PLC
 Ecumenical Pharmaceutical Network
 Eli Lilly and Company
 Emzor Pharmaceutical Industries Limited
 Epharm
 Ethiopian Pharmaceuticals and Medical Supplies Manufacturing
 Industry Sectoral Association (EPMSMISA)
 Eva Pharma
 Federation of African Pharmaceutical Manufacturers
 Associations (FAPMA)
 Food & Drug Administration / Center for Drug Evaluation
 and Research (FDA / CDER) Division of Antivirals
 Fidson
 Follo Group Limited
 Fosun Pharma SAS
 Freight In Time
 Fuda Pharm, Tanzania
 Gemcorp
 Global Health Supply Chain Program –
 Procurement and Supply Management (GHSC-PSM)
 GS1 Global Office
 Guidehouse International
 Health 4 Development
 Health Finance Coalition
 Humanwell
 IDA Foundation
 iMEMS
 IMRES Group
 Innovative Biotech
 International Finance Corporation (IFC)
 Iqarus
 IQVIA
 Kairuki Pharmaceuticals Industry Limited
 Katwaza Pharmaceuticals Industry Ltd
 Kiara Health
 Kilitich Estro Biotech PLC
 Laboratory & Allied Ltd
 Laborex East Africa
 Lezhong Investment Co Ltd
 Lighthouse Strategic Leadership
 Luvelo
 Maisha Meds
 Management Sciences for Health (MSH)
 Medical Store Department (MSD Tanzania)
 Medtech
 Ministry of Health – Department of Health Products and
 Technologies (DHPT), Kenya
 Ministry of Health, South Africa
 Mission for Essential Drugs & Supplies (MEDS), Kenya
 Missionpharma
 Medicines for Malaria Venture (MMV)
 Muhimbili University
 Mylan Laboratories Limited, A Viatris Company
 Nahana Comms Group
 National Department of Health, South Africa
 PATH
 People That Deliver
 Partnership for Supply Chain Management (PFSCM)
 Pharma Manufacturers Group
 Pharmakina SA
 Pharmanova Limited
 Phatkin Laboratories, DRC
 Piston Medical Ltd
 President's Emergency Plan for AIDS Relief (PEPFAR)
 Project Last Mile
 South African National AIDS Council (SANAC)
 Smart Biotech
 Swipha
 Tanzania Medicines & Medical Devices Authority
 The Global Fund to Fight AIDS, Tuberculosis & Malaria
 The Medical Export Group
 The Partnership for Supply Chain Management
 Trupharma Manufacturing Limited
 Joint United Nations Program on HIV/AIDS (UNAIDS)
 United Nations Industrial Development Organization (UNIDO)
 Unitaid
 United States Pharmacopeial (USP) Convention
 Universal Corporation Ltd
 United States Agency for International Development (USAID)
 USAID Kenya & East Africa
 USAID Kenya
 USAID Tanzania
 Varichem Pharmaceuticals
 Viatris
 Vizuri Health Dynamics
 World Health Organisation (WHO)
 Xinglian Investment Co. Ltd
 Yash Life Sciences
 Zimbabwe Pharmaceuticals

Please contact the **AMMTEC 2024** Event Management team at Upavon Management (Pty) Ltd.
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