



UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION



PHARMACEUTICAL INDUSTRY

IN SUB-SAHARAN AFRICA

A GUIDE FOR PROMOTING
PHARMACEUTICAL
PRODUCTION
IN AFRICA

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The lead author was Simon White. Nadine Vohrer, Industrial Development Expert, UNIDO led and coordinated the completion of the document. The overall management of the project rested with Juergen Reinhardt, Senior Industrial Development Officer, Investment Promotion Division, Department of Trade, Investment and Innovation, UNIDO. The intervention formed part of UNIDO’s long-time support for promoting local pharmaceutical production in developing and least developed countries, with a focus on sub-Saharan Africa. For more information see:

<https://www.unido.org/pharmaceuticals>

https://www.unido.org/sites/default/files/files/2019-01/Boosting_Pharmaceutical_Production.pdf



TABLE OF CONTENTS

Table of contents	vi
List of abbreviations	vii
Executive Summary.....	viii
1. Introduction	1
1.1 Challenges and opportunities for pharmaceutical production in Africa	1
1.2 Purpose of the guide	2
1.3 Intended readers	2
1.4 Organization of the document	2
Part 1: The context and framework for pharmaceutical production in Africa	3
2. Pharmaceutical production in sub-Saharan Africa	4
2.1 Africa's development challenge	5
2.2 Health security and pharmaceutical production in Africa	6
2.3 Industrial development and pharmaceutical production in sub-Saharan Africa	8
2.4 The state of the pharmaceutical industry in Africa	9
3 Key challenges to transforming the pharmaceutical sector.....	15
Part 2: Policy and strategic advice for pharmaceutical production in Africa.....	17
4 How to improve the policy framework for pharmaceutical manufacturing.....	18
4.1 Challenges	20
4.2 Guidance	23
5 How to improve competitiveness in the pharmaceutical sector	26
5.1 Challenges	28
5.2 Guidance	30
6 How to improve access to new and more profitable markets	34
6.1 Challenges	36
6.2 Guidance	37
7 How to improve quality and develop the product portfolio	42
7.1 Challenges	44
7.2 Guidance	48
8 How to stimulate access to finance for the pharmaceutical industry	52
8.1 Challenges	54
8.2 Guidance	60
9. List of references	66

LIST OF ABBREVIATIONS

ACT	Artemisinin-based combination therapy	PMPA BP	Business Plan for the accelerated implementation of the Pharmaceutical Manufacturing Plan for Africa
API	Active pharmaceutical ingredient		
AIDA	Accelerated Industrial Development of Africa	QMS	Quality management system
AIDS	Acquired Immune Deficiency Syndrome	R&D	Research and development
AMRH	African Medicines Regulatory Harmonization	RPMPOA	EAC Regional Pharmaceutical Manufacturing Plan of Action
ARV	Antiretroviral (drug)	SDGs	Sustainable Development Goals
AU	African Union	SME	Small and medium enterprise
CTD	Common technical document	SSA	Sub-Saharan Africa
DFI	Development finance institution	TRIPS	Trade-related intellectual property rights
EAC	East African Community	UN	United Nations
EBITDA	Earnings before interest tax depreciation and amortization	UNAIDS	Joint United Nations Programme on HIV/AIDS
ECOWAS	Economic Community of West African States	UNCTAD	United Nations Conference on Trade and Development
ERPP	ECOWAS Regional Pharmaceutical Plan	UNICEF	United Nations International Children's Emergency Fund
FDI	Foreign direct investment	UNIDO	United National Industrial Development Organization
GIZ	Deutsche Gesellschaft für Internationale Zusammenarbeit	USD	United States Dollar
GMP	Good manufacturing practice	VAT	Value Added Tax
HIV	Human immunodeficiency virus	VC	Venture Capital
IDDA	Industrial Development Decade for Africa	WHO	World Health Organization
MCF	Medical Credit Fund	WTO	World Trade Organization
NEPAD	New Partnership for Africa's Development		
NMRA	National medicines regulatory authority		
PE	Private equity		
PMPA	Pharmaceutical Manufacturing Plan for Africa (African Union)		

EXECUTIVE SUMMARY

There is now a wide-ranging consensus that local pharmaceutical production in sub-Saharan Africa in close proximity to where medicines are needed can reduce dependence and improve health outcomes for the population. Many African governments, regional economic communities and the African Union have recognized the need for active support to the development of the sector if these benefits are to be realized. However, concrete action on the ground has remained hesitant and piecemeal to date.

This document contains advice for government policy makers, the private sector especially pharmaceutical manufacturers in sub-Saharan African countries, development partners and (development) finance institutions on how to promote pharmaceutical production. The guide focuses on the key areas competitiveness, market access, technology and access to finance. It further proposes a path of how governments could embark on and steer a policy development process as well as giving guidance on policy interventions. The document especially emphasizes the interconnectedness of key intervention areas and recommends that promotional measures from key areas should be combined to increase impact.

OVERVIEW OF GUIDANCE

4

HOW TO IMPROVE
POLICY FRAMEWORK
FOR THE PHARMACEUTICAL
MANUFACTURING

4.2.1 Assess local conditions and industry challenges

5

HOW TO IMPROVE
COMPETITIVENESS
IN THE PHARMACEUTICAL
SECTOR

5.2.1 Improve the investment climate and business environment for increased

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