UNICEF Supply Priorities Medicines

Joint UNICEF, UNFPA and WHO Meeting with Manufacturers Copenhagen, 4th December 202 unicef @

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UNICEF focus areas for Medicines and Nutrition

Procurement focus that addresses UNICEF programmatic priorities

Follow and promote WHO recommendations on selection and use of medicines and international guidelines on nutrition

Ensure availability of affordable essential medicines and nutrition supplies for primary health care and emergency relief

Develop sources and market for priority products

Ensure capacity to excel in procurement activities (quality assurance, selection, contracting, supply chain management)

https://www.unicef.org/supply/

Medicine and Nutrition Centre



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Essential Supplies for Health Programmes





ACCESS TO MEDICINES UNICEF MEDICINES PRODUCT PORTFOLIO BASED ON WHO MODEL EML



Legend

- Green-LTA- based on UNICEF product and supplier GMPD assessment
- Yellow- ADHOC procurement based on UNICEF Product and supplier GMPD assessment, some on LTA
- Dark Blue- LTA-Reliance on WHO Prequalification, GF ERP, USFDA tentative approval
- Light Blue- Mix of WHO PQ, SRA and UNICEF assessment

Medicine Procurement Value- 2013 to 2023



139 Suppliers in 36 countries, have been used to procure 377 standard UNICEF medicines presentations, which represent 95% of the procurement.

Medicines delivered to 90 countries

- Amoxicillin dispersible tablets and other betalactams
- Antimalarials
- Vitamin A
- Iron folic acid (IFA)
- Multiple micronutrient tablets (MMS)
- ORS and Zinc
- Large volume parenterals
- Deworming tablets

Medicine Procurement by Line Category- 2013 to 2023



Medicine Procurement Value- 2019 to Q3 2024 by Material Group

Material Group Description	2019	2020	2021	2022	2023	2024	Grand Total
Beta Lactams	21,120,950	26,508,069	18,288,070	33,102,203	33,729,937	23,620,859	156,370,088
Antimalarials	20,077,478	22,019,555	18,258,233	15,469,161	17,036,156	14,173,890	107,034,473
Antiretrovirals	31,449,000	13,789,383	10,223,457	5,074,828	5,979,860	4,748,921	71,265,449
Antianaemia drugs	5,582,212	7,231,867	6,814,960	14,198,494	15,346,531	10,223,391	59,397,456
Water & Electrolytes	5,371,290	9,805,346	6,662,063	9,454,096	9,059,007	11,499,699	51,851,501
Other antibacterials	9,385,331	8,864,253	5,319,165	10,558,548	8,699,041	8,572,087	51,398,425
Antidiarrhoeas	6,798,423	4,740,530	4,329,970	8,331,011	5,155,729	4,026,675	33,382,339
Minerals & Vitamins	2,960,597	4,355,351	1,757,898	8,224,822	7,190,189	8,239,031	32,727,888
Analgesics/n.opioids	4,137,552	3,392,938	4,913,316	8,294,921	7,256,746	3,899,738	31,895,210
Anthelminthics	4,362,400	8,106,445	2,701,924	3,827,963	3,833,916	3,186,062	26,018,709
Antivirals	69,520	60,583	5,820	2,734,484	9,601,465	284,700	12,756,571
Antiprotozoals	978,681	1,789,699	1,656,583	3,046,727	2,353,038	1,919,063	11,743,790
Ophtalmological	878,168	1,212,551	939,950	787,343	2,756,617	4,241,979	10,816,607
Dermatologicals	937,951	1,142,744	1,141,346	2,013,917	2,913,155	1,900,645	10,049,758
Cardiovasculars	1,069,116	1,202,584	1,129,223	2,077,256	1,645,989	2,361,789	9,485,958
Anaesthetics	1,036,372	1,477,241	940,353	2,151,112	1,369,713	1,648,504	8,623,295
Disinfect.&Antisept.	1,091,684	2,059,391	930,073	1,922,558	1,263,091	1,236,370	8,503,168
Antiallergics	425,194	4,486,796	423,874	710,089	764,147	396,536	7,206,637
Anticonvulsants	293,756	987,568	677,631	1,769,685	1,922,783	1,518,418	7,169,841
Hormones&Endocrines	593,534	3,946,902	118,563	623,702	755,257	798,638	6,836,596
Respiratories	640,020	1,391,370	689,363	2,084,418	628,246	1,300,215	6,733,633
Coagulation agents	243,000	1,047,184	603,717	1,952,517	686,168	2,059,421	6,592,007
Antineoplastics	256,854		1,578,847	667,528	560,812	2,808,150	5,872,191
Antituberculosis	101,111	4,822,971	121,086	86,725	34,136	61,429	5,227,458
Antifungals	453,406	1,433,402	325,408	854,742	436,664	524,922	4,028,546
Diuretics	572,926	849,013	823,414	257,936	259,949	308,665	3,071,904
Analgesics/opioids	346,148	482,770	1,191,061	321,981	446,071	254,203	3,042,234
Drgs/obstetr(Oxytoc)	279,321	47,244	459,818	804,419	423,059	954,341	2,968,202
Gastrointestinals	464,105	291,807	365,318	621,507	672,108	455,494	2,870,338
Antidotes	131,524	781,123	679,437	411,077	320,313	209,726	2,533,199
Other (8 cat + other)	1,667,469	4,258,649	3,006,083	1,918,449	3,096,347	1,469,127	15,416,124
Grand Total	123,775,092	142,585,329	97,076,024	144,354,218	146,196,242	118,902,689	772,889,595

In USD. Excludes donations

Medicine Procurement. Top-40 in 2023 and Q1-Q3 2024

8% of lines 50% of value

In USD. Excludes donations

Procurement by product 💌	Years (PO Doc. Date)					
	2023		2024		Total USD	Total PO
Material Short Text	USD Value	PO Qty	USD Value	PO Qty	Value	Quantity
Amoxicillin 250mg disp.tab/PAC-(10x10)	11,705,005	4,089,607	9,143,716	2,515,236	20,848,721	6,604,843
Iron 60mg + Folic ac. 400mcg tab/PAC-100	6,627,242	5,838,840	3,644,622	3,743,764	10,271,863	9,582,604
Iron 60mg+Folic ac.400mcg tab/PAC(10x10)	5,827,869	4,596,977	3,686,881	3,083,122	9,514,750	7,680,099
Micronutrient tabs, pregnancy/BOT-100	4,544,564	2,286,186	4,940,024	2,572,182	9,484,587	4,858,368
Albendazole 400mg chewable tabs/PAC-100	3,806,106	1,161,888	3,031,712	945,648	6,837,818	2,107,536
Amoxici.pdr/oral sus 125mg/5ml/BOT-100ml	2,852,820	7,332,563	2,344,187	5,895,002	5,197,007	13,227,565
Ceftriaxone pdr/inj 1g vial/BOX-10	5,002,900	876,650	183,799	44,720	5,186,699	921,370
Artesunate pdr./inj. 120mg vial/BOX-1	1,346,114	560,881	2,814,689	1,172,787	4,160,803	1,733,668
Amoxicillin 500mg disp.tab/PAC-100	2,415,817	332,212	1,494,248	178,190	3,910,064	510,402
Compound Sodium Lactate 500ml bot/BOX-20	1,194,038	85,000	2,568,282	186,827	3,762,320	271,827
Artesunate pdr./inj 60mg vial/BOX-1	1,566,334	1,165,984	1,700,470	1,267,480	3,266,804	2,433,464
Paracetamol 500mg tabs/PAC-10x10	1,564,730	1,846,200		1,764,113	2,964,587	3,610,313
Artem20mg+Lumef120mg disp tabs/12/PAC-30	2,182,501	175,327	763,888	68,040	2,946,389	243,367
Paracetamol 120mg/5ml or.liq/BOT-60ml	2,182,263	6,287,966	657,523	1,812,880	2,839,786	8,100,846
Tetracycline eye ointment 1%/TBE-5g	1,953,172	2,055,971	820,800	864,000	2,773,972	2,919,971
Ampicillin pdr/inj 500mg vial/BOX-50	2,292,716	89,269		54,540	2,711,202	143,809
Amod 270mg+Arte100mg tabs/6/PAC-25	38,363	2,549	2,629,742	188,521	2,668,105	191,070
Artemeth80mg+Lumefan480mg tab/6/PAC-30	2,663,673	152,646			2,663,673	152,646
Gentamicin inj 40mg/ml 2ml amp/BOX-50	474,776	28,974		107,164	2,260,831	136,138
Phenox.meth.penicil.250mg tabs/PAC-10x10	839,254	435,447	1,283,532	560,988	2,122,786	996,435
ABC120mg+3TC60mg disp. tab/PAC-30 No CTN	1,904,914	542,589	191,429	71,978	2,096,343	614,567
ORS fl.1Lx2+ Zinc 20mg 10tabs.kit/PAC	1,236,573	2,711,640	811,215	1,830,135	2,047,788	4,541,775
ORS low osm. 20.5g/1L CAR/10x10	18,192	2,648		193,382	1,940,473	196,030
Benzylpenicillin pdr/inj 5MlUvial/BOX-50	1,658,147	78,125	282,269	7,448	1,940,416	85,573
Benzyl benzoate 25% lotion /BOT-1000ml	1,286,708	429,023		158,900	1,927,341	587,923
Compound Sodium Lactate 1L bot/BOX-10	986,620	64,261	934,746	77,958	1,921,366	142,219
Erythro.pdr/oral sus 125mg/5ml/BOT-100ml	1,042,380	1,102,114		939,993	1,913,967	2,042,107
Artemeth20mg+Lumefan120mg tabs/18/PAC-30	1,305,237	89,034		40,043	1,848,370	129,077
Doxycycline 100mg tabs PAC/10x10	1,041,427	293,353		210,825	1,750,854	504,178
Ceftriaxone pdr/inj 250mg vial/BOX-50	746,266	33,735		52,480		86,215
Magn.sulph.inj 500mg/ml 10ml amp/BOX-10	1,300,945	115,704		38,308	1,694,742	154,012
Sulfadox+Pyrimeth 500+25mg tabs/PAC-1000	1,301,826	14,351		3,624	1,652,991	17,975
Sodium Chloride 0.9% 500ml bot/BOX-20	343,296	25,508		102,135		127,643
Sodium Chloride 0.9% 500ml bag/BOX-20	780,138	64,729		51,522	1,615,452	116,251
Erythromycin 250mg tabs/PAC-10x10	1,113,180	321,000		140,988	1,585,490	461,988
Iron 60mg+Folic ac. 2800mcg tabs/PAC-100	685,339	515,983		656,562	1,559,832	1,172,545
Artemeth20mg+Lumefan120mg tabs/24/PAC-30	1,136,310	63,185		20,109	1,474,718	83,294
Sul.200mg+Trim.40mg/5ml or.sus/BOT-100ml	497,212	1,201,010		2,492,096	1,463,762	3,693,106
Azithromycin pdr/or s 200mg/5ml/BOT-15ml	934,793	910,054		344,500		1,254,554
ORS low osm. 20.5g/1L CAR/100	1,405,190	156,141		31,300	1,405,190	156,141

Medicine Procurement by Country 2019 to Q3 2024

Vendor Country	2019	2020	2021	2022	2023	2024	Grand Total
India	49,284,543	45,364,954	32,259,157	43,075,695	41,176,959	28,912,283	240,073,592
Cyprus	3,979,158	12,204,221	7,191,310	15,461,872	15,922,843	15,778,334	70,537,738
Greece	5,149,718	14,986,199	9,144,079	16,710,674	6,554,582	9,423,250	61,968,502
China	10,398,324	9,519,419	2,753,933	6,596,656	16,331,674	9,057,034	54,657,041
Germany	3,160,095	6,525,328	7,271,740	14,123,092	9,192,147	4,836,977	45,109,379
Denmark	4,614,194	6,837,474	2,288,547	8,556,548	10,188,613	10,895,535	43,380,912
France	4,776,367	4,072,383	8,304,142	6,203,121	5,252,700	10,561,368	39,170,082
Slovenia	5,360,900	6,925,636	6,891,784	4,963,297	6,374,184	6,172,300	36,688,102
United Kingdom	6,195,291	6,578,263	4,704,853	6,226,492	6,461,740	4,841,081	35,007,719
Netherlands	9,498,321	6,632,816	571,536	1,229,695	738,873	221,143	18,892,385
Kenya	6,175,126	3,342,907	1,748,690	3,550,531	1,595,622	827,366	17,240,241
Switzerland	258,165	1,263,079	2,150,371	1,034,176	4,603,345	3,790,177	13,099,314
Belgium	1,660,630	3,680,918	2,797,689	1,737,434	1,176,198	916,396	11,969,266
USA (the)	150,000		17,649	2,599,039	7,775,050	371,700	10,913,438
Italy	1,669,306	1,281,175	2,433,784	1,198,307	2,341,314	1,316,205	10,240,090
Bangladesh	1,131,793	576,963	943,757	3,177,716	2,150,019	1,691,939	9,672,188
Austria	1,341,156	1,661,447	1,846,585	1,508,398	993,572	2,099,663	9,450,821
Ireland	584,587	2,036,338	764,954	1,298,672	1,082,397	2,553,153	8,320,101
Canada	1,027,769	1,743,308	473,275	980,128	1,061,586	1,065,230	6,351,297
Singapore	2,326,986	2,724,630	147,648	102,191	186,918	141,497	5,629,871
Spain	819,570	1,590,914	690,781	1,473,041	194,335	638,767	5,407,407
Latvia	225,200	367,410	498,630	1,199,151	1,948,660	1,008,042	5,247,092
Malaysia	491,174	712,121	741,000	1,066,860	630,300	830,001	4,471,457
Kazakhstan	2,406,327	1,234,413	232,110	76,907			3,949,757
Jordan					1,964,292	821,850	2,786,142
Poland	380,682	172,438	139,903	27,254			720,276
Türkiye	634,560		13,843	8,500			656,903
Australia		340,909				12,103	353,012
South Korea,Rep	61,449	205,825					267,274
Utd.Arab.Emir.			8,357	151,702	15,000		175,059
Other (7)	13,702	3,840	45,918	17,068	283,318	119,292	483,138
Grand Total	123,775,092	142,585,329	97,076,024	144,354,218	146,196,242	118,902,689	772,889,595

In USD. Excludes donations

Products in the Nutrition Portfolio



Nutrition Procurement Value- 2015 to 2023



Over 50 suppliers in 28 countries.

Nutrition supplies **delivered to 97** countries

Includes local procurement of RUTF (20-30%)

- Ready to use therapeutic food (RUTF) and Therapeutic Milks
- Multiple micronutrient powder (MMP)
- Emergency food rations
- High energy biscuits
- Fortified spread (RUSF, LNS-SQ)

Global Platform for Access to Childhood Cancer Medicines

Improved access to quality chemotheraphy for children with cancer



6 pilot countries in 2024. Plan is to add additional 6 countries in 2025 and aim to include additional countries to reach 120,000 children in next 4 years.







PAHO

Strategic

Fund

Global Platform for Access to Childhood Cancer Medicines. Joint procurement UNICEF/PAHO

- First RFP launched in August 2023: 69 items included.
 - Offers from 28 vendors from 17 countries.
 - 10 items without offer
- Supplementary RFP launched in July 2024: 29 items included
 - Items with no offer, no acceptable offers or limited sources
 - Bid Webinar 8 August 2024 (23 companies, WHO and St. Jude)
 - Closing windows: 13 Aug, 2 Sep, 4 Nov 2024, **3 Feb 25** https://www.ungm.org/Public/Notice/240390
- Portfolio of 56 products in current forecast
- Started initially with 6 pilot countries (Zambia, Nepal, Jordan, Mongolia add Uzbekistan supported by UNICEF and Ecuador – supported by PAHO)
- Framework Purchase Orders and planning ahead of final country quantification and approval
- Delivery planning ongoing
- Planned launch in Q1 and selection of next 6 countries in H1.

Multiple Micronutrient Supplement (MMS) in Nutritional Anemia



There has been almost no change in the high rates of underweight and anaemia in adolescent girls and women for the past two decades.



FIGURE 1: Trends in the prevalence of underweight in adolescent girls aged 10–19 years and women aged 20–49 years and anaemia in adolescent girls and women aged 15–49 years

Source: UNICEF analysis of data from NCD-RisC on underweight and Global Health Observatory on anaemia

Multiple Micronutrient Supplement (MMS) in Nutritional Anemia

Background

- Nutritional anemia and micronutrient deficiencies pose a serious threat to women's health affecting 1 billion women globally. No region is on track to meet the 2020 targets for reducing anemia and low birth weight.
- Multiple micronutrient supplements (MMS), formulated per the United Nations International Multiple Micronutrient Antenatal Preparation (UNIMMAP), contain 15 essential vitamins and minerals.
- MMS also contains iodine, zinc, and vitamin B6 for healthy brain development of the foetus.
- MMS is 13% more effective than iron and folic acid (IFA) supplements alone in reducing low birth weight and even more beneficial for underweight and anemic women, reducing low birth weight by 19%.

Intervention

- UNICEF and partners launched the Improving Maternal Nutrition Acceleration Plan, targeting 16 million women in 16 high-prevalence countries with fragile health systems.
- The plan describes how UNICEF, governments and partners will work together to scale up a package of five essential services to improve nutrition during pregnancy and drive progress towards the Sustainable Development Goals.
- One of the five services include Multiple Micronutrient Supplementation (MMS), to improve the health and nutrition of pregnant and breastfeeding women.
- UNICEF aims to scale up MMS and other interventions under its Nutrition Strategy 2020-2030 to improve diets, services, and practices for vulnerable populations

- Strong business case for MMS
- Starting with 16M in 2024-2025 with ramp up of programmes in target countries
- CIK donation of 16M made by KH for UNICEF's 16 priority countries
- Engagement with manufacturers in several countries to increase sources

Pharma GMP and USP Monograph compliance are required for MMS

GMP Standards

- The product must be produced in a facility qualified to manufacture pharmaceuticals and preferably have experience with vitamin and mineral formulations. Generally, these are pharmaceutical manufacturers.
- <u>Questionnaires</u> are a guide for standards

Product Specifications

- Formulation must meet the UNIMMAP formula
- The product must meet the testing requirements of the USP dietary supplement monograph for multivitamins
- Minimum 24 months shelf life
- Packaging in 30 tablet blister or 100/180 tablet bottle.
- <u>Specifications</u> are found online



Procured & Forecast (2024 - 2025)



MMS Bottle 100



MMS Bottle 180



· 1M (29.55%)

OM (6%)

More in the Global Nutrition Consultation, **April 2025**

UNICEF Commodity Financing Instruments

Three different health commodity financing and funding instruments

- 1. Vaccine Independence Initiative
 - Ad-hoc pre-financing
 - Financial backing for supplier contracts
- 2. Child Nutrition Fund Match Window
- 3. MNCH Accelerator NEW!

Vaccine Independence Initiative (VII)

- Launched by UNICEF in 1991
 - Established for vaccines, but UNICEF Executive Board expanded the scope and size in 2015 to include all essential commodities
- Addresses recurring cashflow delays through an agreed credit line
 - Access to VII Capital Fund, akin to a credit card, with allocated ceiling and accompanying TA
 - Repayment after goods delivery and Statement of Account
 - Available for commodities included in agreed VII Plan
 - MoU (up to 5 years) and annual Letter of Guarantee from MoF required

Since 2020: Prefinanced over **US\$1.7 billion** in supplies, facilitating rapid delivery of nearly **1 billion** vaccine doses to countries that would otherwise not have received them as quickly. Used to pre-finance large projects for Primary Health.

"Ad-hoc" pre-financing

- Addresses temporary disbursement delays on a case-by-case basis
 - Delayed self-funded country disbursement, grants or multi-lateral arrangement (e.g., World Bank loan)
 - Available for all commodities procured by UNICEF (vaccines, nutrition, cold chain, medicines, bed nets, etc.)
 - Requires written commitment to pay by a certain date
- Operationalized via the Vaccine Independence Initiative

Financial backing for contracting

- Dedicated funds to back special terms in supply agreements:
 - Framework Purchase Orders
 - Volume guarantees
 - Payment terms (advanced payment)
- Objectives tailored to UNICEF's needs and market conditions
 - Better pricing, secured stocks, faster supply availability, influencing market trends
- Operationalized via the Vaccine Independence Initiative

Children's Nutrition Fund Match Window

Launched in 2020, with support of UK

Government and CIFF



HISTORY

OBJECTIVES

- Increase availability of life-saving supplies for ٠ the prevention and treatment of child wasting
- Incentivize greater domestic resource allocations to nutrition commodities

RUTF and non-RUTF: Maternal and prevention nutrition commodities as BEP, MMS, SQ-LNS, MQ-LNS, Vitamin A

15 countries subscribed (Angola, Cambodia, Eswatini, Ethiopia, Kenya, Mauritania, Namibia, Nigeria, Pakistan, Papua New Guinea, Senegal, Sierra Leone, Timor-Leste, Uganda and Zambia)

- **\$15.1m** utilized to match domestic investments, including procurement of >678k cartons of RUTF
- Key donors: BMGF, CIFF, the CH Foundation and FCDO

PRODUCTS

MNCH Accelerator: A new initiative



Aim: Accelerate use of a subset of recommended MNCH commodities in select countries

Objectives

- 1. Bridge the divide between needs and supply of MNCH commodities
- 2. Strengthen forecasting processes, procurement rationalization and coordination
- 3. Stimulate demand for new MNCH products
 - Procurement collaboration between UNICEF and UNFPA
 - Seed funding by BMGF to develop concept over the next 6 months
 - Principle of matching of Government financing for MNCH commodities

MNCH Accelerator concept



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Exact design and operating procedures will be determined during the next six months in collaboration with countries and partners

UNICEF MAINTAINS A COMPREHENSIVE PRODUCT PORTFOLIO TO **COVER MATERNAL, NEWBORN AND CHILDREN INTERVENTIONS**

EMERGENCY HEALTH KITS

- Interagency Emergency Kits
- Obstetrical Surgical Kits
- Resuscitation kits

- Midwifery Kits
- Newborn health kits
- Sterilization kits

MEDICAL DEVICES AND GENERIC HEALTHCARE PRODUCTS

- Hospital Equipment
- Oxygen Systems
- Hospital Furniture
- Training mannequins and tools

NUTRITION

- Iron-Folic Acid
- Multiple-micronutrient supplements

MEDICINES

- Meds for PPH
- Meds for Pre-eclampsia/eclampsia
- Antibiotics and desinfectants for maternal and newborn care Antimalarials
- Antenatal corticoesteroids
- Caffeine, phenobarbital, Vit K...

- Neonatal Intensive Care Unit Equipment
- Maternal Obstetric and Post-partum care
- Anthropometric devices
- Surgical instruments
- Nutrition supplements
- Pediatric amoxicillin (DT, susp)
- ORS and Zinc
- - Vaccines for children and mothers

UNICEF Strategy for Local Manufacturing and Procurement

UNICEF LOCALIZATION STRATEGY

Increased national and regional procurement of essential supplies

Skills development and capacity building

Governments, partners and UNICEF national and regional staff have increased capacity in national and regional procurement and pooled procurement

Financing for supplies

Access to sustainable financing for essential supplies at the right time of the procurement cycle has increased Increased national and regional production of essential supplies

Manufacturing capacity

Manufacturers have increased capacity in national and regional production

Standardization and compliance

Supplies produced by manufacturers in programme countries meet UNICEF and government standards

Market influencing

Manufacturers in programme countries are incentivized to produce essential supplies Strengthened end-to-end supply chains

Supply chain resilience

Supply chains for essential supplies are sustainable, adaptable, flexible and resilient

Partnerships

Relationships with local suppliers, distributors and logistics providers are leveraged

Warehousing and logistics

Local warehousing and logistics are optimized to ensure efficient supply chains **Product 1** - Oral rehydration salts and zinc (ORS/Zinc)

Product 2 - Large volume parenterals (LVP)

Product 3 - Syringes

Product 4 - Vaccines: Cholera vaccine, Malaria vaccine, Measles-rubella vaccine, Hexavalent vaccine against diphtheria, tetanus, Whole-cell pertussis (DTwP) vaccine, Hepatitis B vaccine, Haemophilus influenzae type b and polio vaccine, Yellow fever vaccine, Single-dose rotavirus vaccine in blow-fill-seal (BFS) presentation, Ebola vaccine, Pneumococcal vaccine (minimum 13-valent)

Product 5 - Long-lasting insecticidal nets (LLIN)

- Product 6 Malaria rapid diagnostic tests (RDTs)
- Product 7 Multiple micronutrient supplementation (MMS)
- Product 8 Oxygen concentrators
- Product 9 Cold chain equipment

Product 10 - Amoxicillin DT



Thank you

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