

Enhancing collaboration between manufacturers and global procurers

RHSC's Manufacturers Group

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The Reproductive Health Supplies Coalition (RHSC)



Welcome

Welcome to this dialogue session hosted by the Reproductive Health Supplies Coalition (RHSC).

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1. Greetings from Martyn Smith, RHSC Director
 2. Introduce yourselves
 3. Antitrust disclaimer
 4. Introduction to our discussion activity
 5. Breakout into discussion groups
 6. Report out and next steps
 7. Manufacturers-only discussion
 8. End of session

Antitrust disclaimer

All RHSC Manufacturers Group meetings, whether held at a physical location or virtually, must be conducted in accordance with the relevant competition and antitrust laws.*
As a condition of participation in this meeting, you agree that (non-exhaustive list) :

1. You will refrain from discussing any confidential information related to your organization that could impact its commercial strategy or activities.
2. You will not use this meeting as a platform to exchange commercially sensitive or confidential information, whether in person or through virtual communication tools.
3. You will avoid discussing any topics outside of the previously reviewed agenda.
4. You will seek legal guidance if you are uncertain about the implications of any discussion.
5. You acknowledge that while the meeting operates under Chatham House Rules, this does not exempt you from adhering to antitrust laws. Any information shared should not be attributed back to individuals or organizations.
6. You understand that failure to adhere to these guidelines may result in serious consequences, including heavy fines and potential criminal penalties

* Conduct should also be in accordance with the United Nations Set of Principles and Rules on Competition.

The Reproductive Health Supplies Coalition

- ✓ RHSC is a global partnership of public, private, and non-governmental organizations dedicated to ensuring that all people in LMICs can access and use affordable, high-quality supplies to ensure their better reproductive health.
- ✓ RHSC's membership is made up of over 550 organizations, about 20% of which are private sector organizations, including manufacturers.
- ✓ RHSC has a Manufacturer Representative (MR) seat on our Executive Committee. This seat is filled for a 2-year term by a manufacturer member of the Coalition. Our current MR is Frank Strelow of Bayer AG.

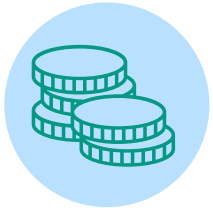


Discussion paper

- On an ongoing basis, manufacturers discuss their priorities and concerns for doing business in LMICs within our forum.
- In 2023, RHSC also conducted 10 individual, confidential interviews with manufacturer members of our RHSC Manufacturers Group.
- We discussed more in-depth each manufacturer's concerns in conducting business in a healthy manner with global procurers and in serving markets in LMICs (along with other topics).
- Summarized their priorities and concerns, along with suggested next steps, in a discussion paper.
- Discussion paper was reviewed by the manufacturer members.

Discussion paper (Continued)

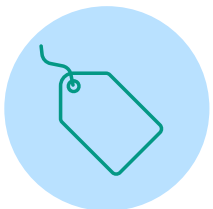
MAIN POINTS OF CONCERN



Costs for manufacturers have escalated very significantly, especially since the COVID-19 pandemic.



Global procurers understandably continue to add or change requirements for manufacturers, for reasons such as to increase efficiency and better satisfy the needs of individual countries.



Continual pressure to provide the lowest price possible for global procurers, due to budgetary considerations and financial limitations of recipient countries

POTENTIAL WAYS FORWARD

- ✓ New flexibility considerations
- ✓ More measured approach to new initiatives
- ✓ Greater discussion in neutral spaces while strengthening relationships

Today's discussion activity

Each group will focus on one of these topic areas, which are based on the strategic objectives of the new RHSC Strategy for 2025-2035:

- **Availability:** Collaboration for a resilient supply chain
- **Affordability:** Removing cost barriers in a competitive and sustainable ecosystem
- **Quality:** Enhancing the regulatory environment together
- **Choice and Innovation:** Co-creation of new initiatives and product requirements

Discuss (1) manufacturers' primary concerns, (2) global procurers' primary concerns, (3) potential solutions, and (4) potential next steps

Identify one note-taker from each group to write down the results for items (1)-(4).

Afterwards

We will capture highlights from this meeting in a notes document to be shared in January.

We will seek to leverage the findings:

- Support planning for future dialogue sessions
- Support planning for future activities with RHSC Manufacturers Group
- Communicate to broader RHSC membership
- Take other actions, as appropriate (e.g., reach out to other organizations)

THANK YOU!



 rhsupplies.org

 linkedin.com/company/reproductive-health-supplies-coalition/

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