

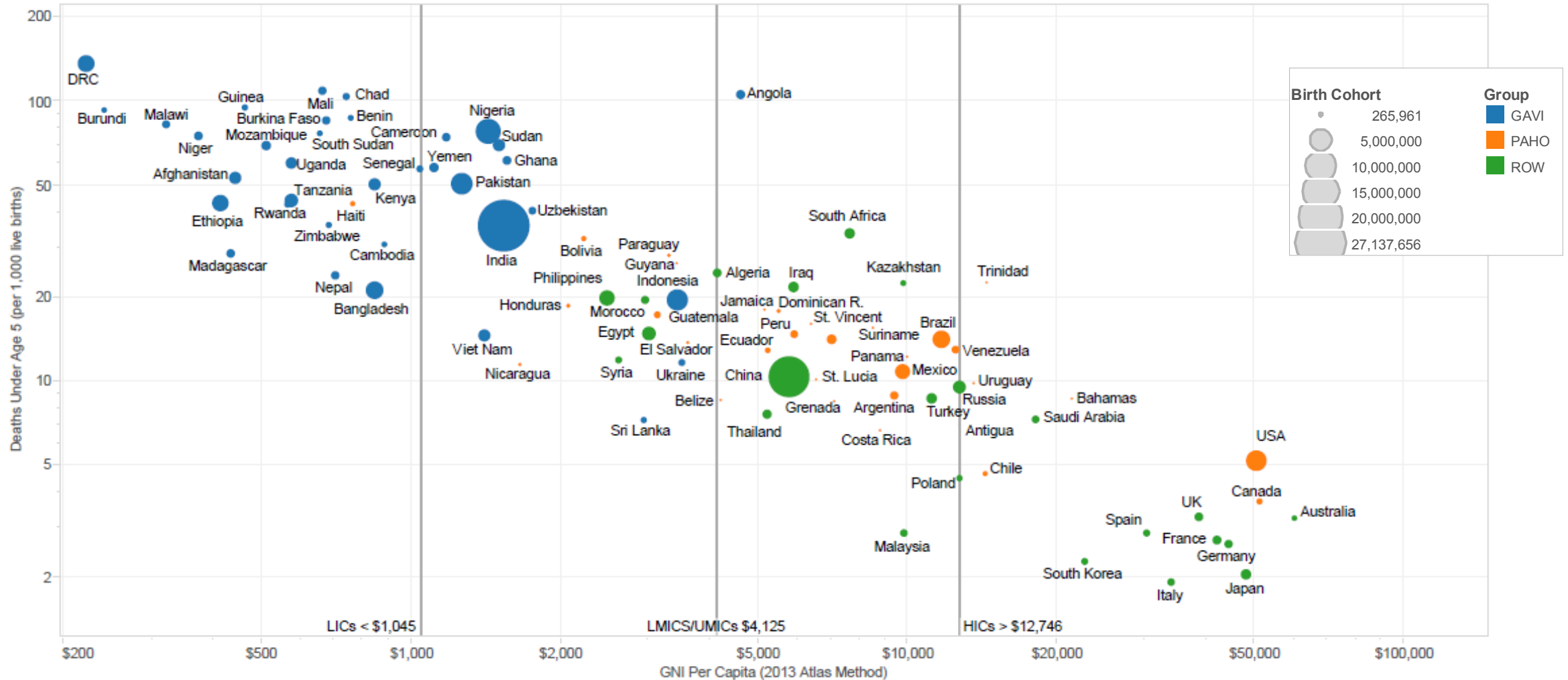


# Vaccine Markets Supply and Procurement

DCVMN Annual General Meeting  
October 25, 2016

# GLOBAL VACCINE MARKETS – THE NEED

We share a common interest in achieving best possible access to the countries most in need



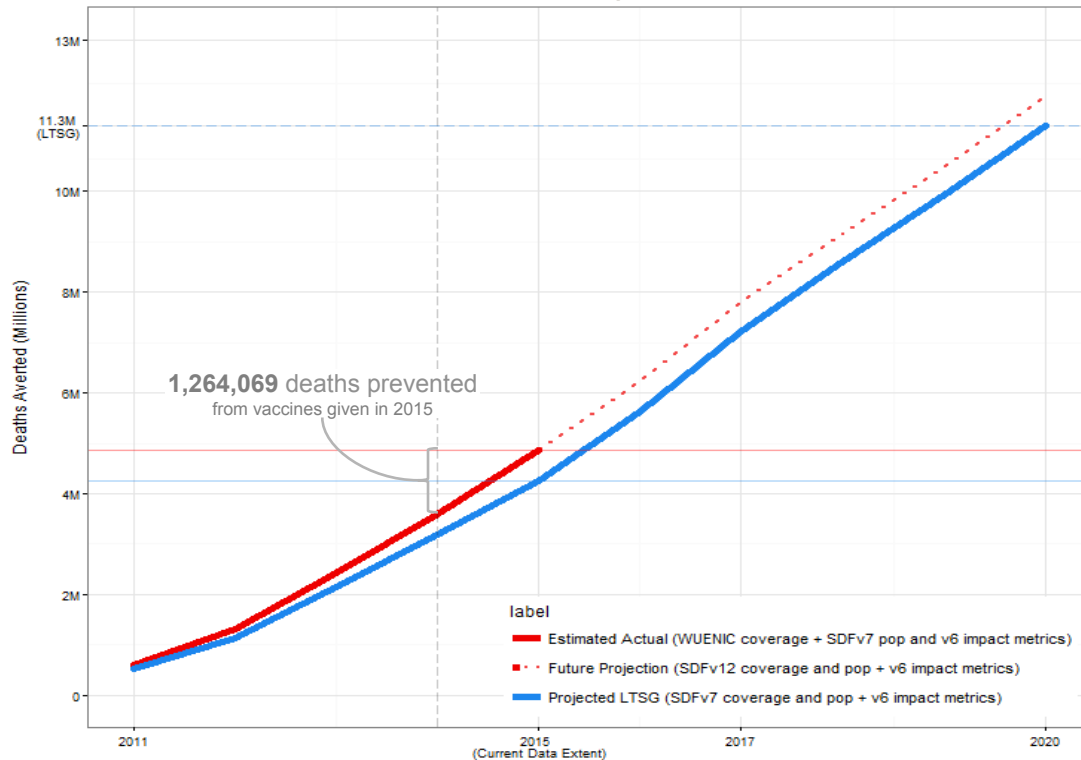
Note: Only non-PAHO countries with >250,000 annual birth cohort included. Source: World Bank GNI 2013, UNPD Population Prospects 2012 Edition, GAVI Website, September 2014

# PROGRESS TOWARD THE GAVI 2020 IMPACT GOAL

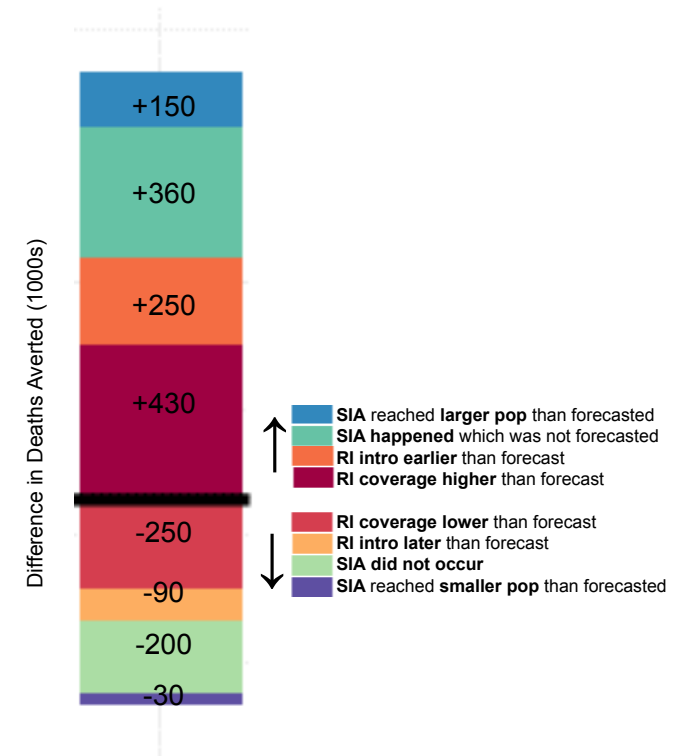
- Gavi remains on-track to achieve our 2020 goal.
- An additional 1.26M deaths were prevented from vaccines given in 2015.

- Higher than projected coverage and earlier than expected introductions & campaigns more than offset lower than forecasted coverage and introduction delays for net excess impact

2011 – 2015 Estimated Actual Impact



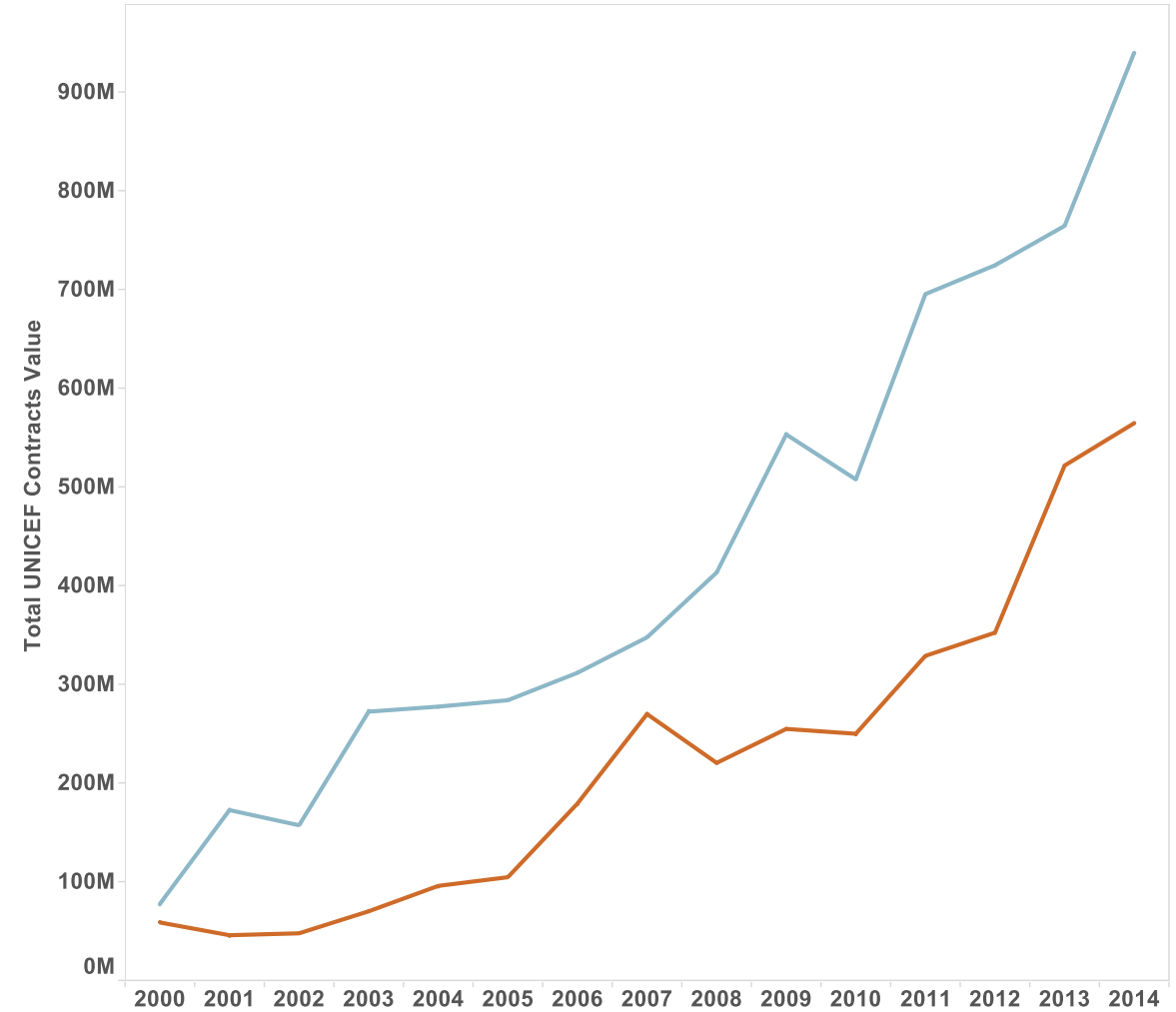
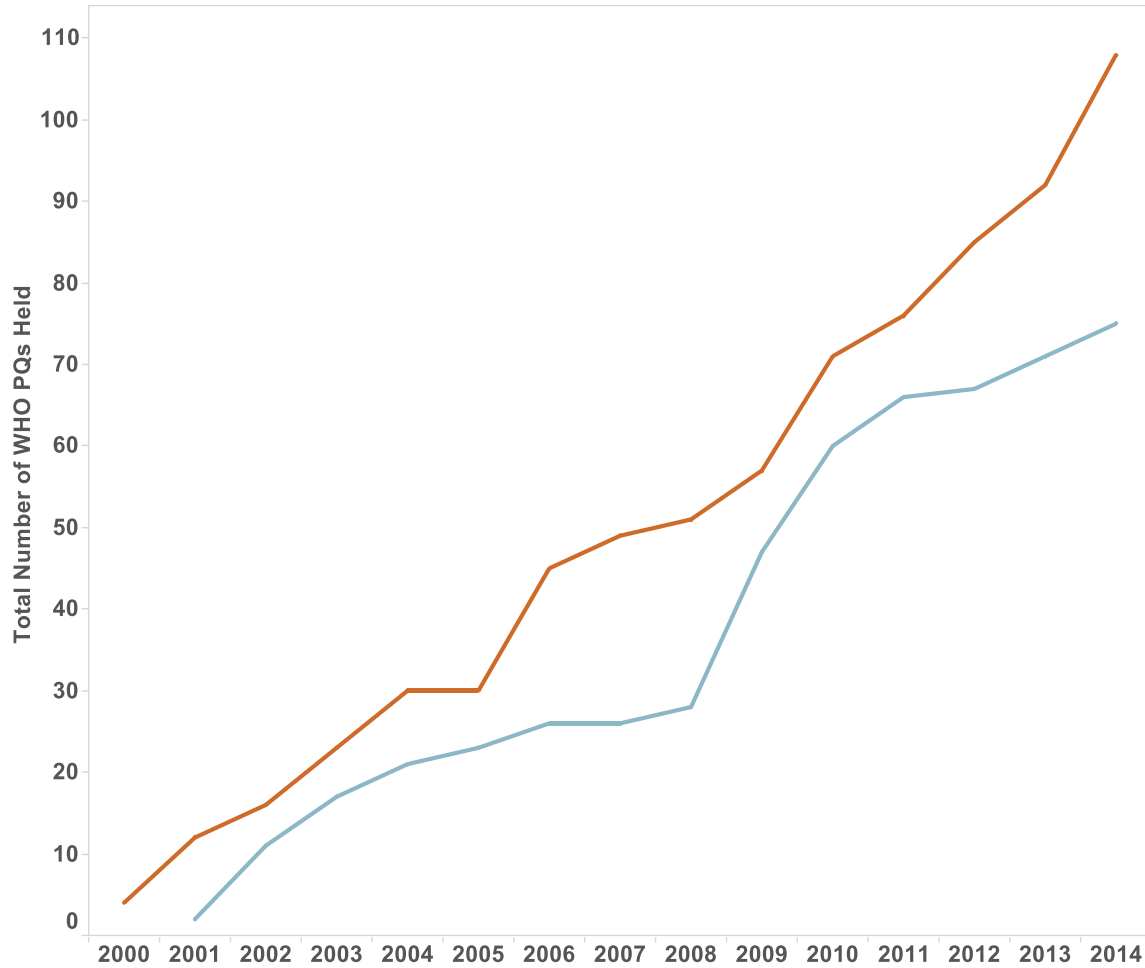
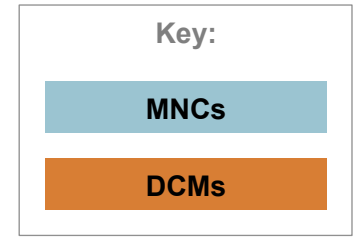
Drivers of difference between Estimated Actual and Projection



Note: LTSG is based on coverage, population, and impact data available in 2011. Estimated actuals represent the latest WUENIC coverage data. Population and impact metrics are held constant throughout for comparison sake. Future projections thus do not reflect our most current estimates of population and impact and should not be used for strategic planning purposes.

# WHO PQ AND UNICEF CONTRACTS

Demand has grown for immunization products and companies have invested to meet that demand.



# VACCINE MARKETS – THE FINANCIAL CHALLENGE

Middle income country markets account for more than 70% of vaccine market doses. High income country markets account for 65% of market value.

