

ARV Procurement Working Group (APWG) Anticipated Demand Forecast: March 30, 2018



Methodology and Assumptions

The APWG Quarterly Anticipated Demand Forecast represents a summary of the expected orders over the coming 12-18 months that are visible to APWG members. The forecast includes pediatric ARVs, low-volume adult ARVs, and adult products in transition. To keep the forecast current, the Procurement Consortium will share an updated anticipated demand forecast on a quarterly basis.

Please note the information provided is the best available at the time of publication and subject to change.

Source Data

The forecast reflects the aggregation of placed and to be placed orders from the following procurement agents:

- Global Fund - Pooled Procurement Mechanism (PPM)
- Kenya Medical Supplies Authority (KEMSA)
- Pan American Health Organization (PAHO)
- Partnership for Supply Chain Management (PFSCM)
- USAID - Global Health Supply Chain – Procurement and Supply Management (GHSC-PSM)
- United Nations Children’s Fund (UNICEF)

APWG Anticipated Demand Forecast as of March 30, 2018: *By Expected Delivery Quarter*

(total pack volumes across all procurement agents by expected delivery quarter, defined as the quarter in which ARVs are expected to be handed over to the local client according to the respective incoterms)

<i>Target Delivery Quarters</i> →	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	TBD
Optimal Pediatric Products						
ABC/3TC (120/60 mg) Tablet (Disp) - 30	1,023,445	129,983	254,167	15,552	16,128	1,271,846
ABC/3TC (120/60 mg) Tablet (Disp) - 60	8,106	169,126	254,646	13,440	294,969	
ABC/3TC (60/30 mg) Tablet (Disp) - 60	165,540	209,199	312,901	107,060	372,585	8,700
AZT/3TC (60/30 mg) Tablet (Disp) - 60	177,270	145,252	171,041	54,121	92,506	73,977
EFV (200 mg) Tablet (Scored) - 90	107,003	84,983	50,091	16,445	37,620	67,041
LPV/r (100/25 mg) Tablet (HS) - 60	204,737	174,076	113,323	31,213	56,443	109,304
LPV/r (100/25 mg) Tablet (HS) - 120	9,821	3,588		3,771	3,940	
LPV/r (40/10 mg) Oral Pellet - HS - 120	25,534	62,473	72,547	74,116	14,163	117,407
LPV/r (80/20 mg/ml) Oral Solution - 160		69				1,289
LPV/r (80/20 mg/ml) Oral Solution - 5x60	23,683	6,881	19,898	5,232	15,938	53,710
NVP (50 mg) Tablet (Disp) - 30	30,409	1,505	22,671	5,616	17,515	50
NVP (50 mg) Tablet (Disp) - 60	20,137	8,320	9,500	10,368	8,916	
NVP (50/5 mg/ml) Oral Solution - 100	316,553	242,844	307,618	171,602	78,901	239,162
RAL (100 mg) Tablet (Scored) - 60	789	4,318	37	63	72	1,866
Limited-Use Pediatric Products						
3TC (50/5 mg/ml) Oral Solution - 100	1,988					
3TC (50/5 mg/ml) Oral Solution - 240	644	3,409	1,460		1,460	
ABC (60 mg) Tablet (Disp) - 60	16,880	1,650	1,200	1,200	5,275	
ATV (100 mg) Capsule - 60						
AZT (50/5 mg/ml) Oral Solution - 100	33,903		34,047		29,412	322
AZT (60 mg) Tablet (Disp) - 60						
AZT/3TC/NVP (60/30/50 mg) Tablet (Disp) - 60	344,687	220,310	553,911	135,642	553,468	81,978
DRV (75 mg) Tablet - 480		18				
RAL (25 mg) Tablet (Scored) - 60	975	69				
RTV (25 mg) Tablet - 60						
RTV (80 mg/ml) Oral Solution - 240						
Non-Essential Pediatric Products (top 5 products by volume)						

AZT (50/5 mg/ml) Oral Solution - 240	48,519	22,692	13,189	609	5,345	
EFV (200 mg) Capsule - 90	150,841	120,618	123,802	2,840	21,628	
EFV (50 mg) Capsule - 30		3,169	3,427	209	3,681	
ETV (100 mg) Tablet - 120	3,204	1,623	1,175	1,177	2,482	
NVP (50/5 mg/ml) Oral Solution - 240	3,510	7,500	13,507	7,006		1,823
Adult Products in Transition or Low Volume						
3TC (150 mg) Tablet - 60	59,707	24,627	20,756	27,134	80,412	313
ABC (300 mg) Tablet - 60	22,189	18,495	182,892	25,744	80,110	31,015
ATV (300 mg) Capsule - 30		10,800	7,200			2,020
AZT (300 mg) Tablet - 60	10,972	31,489	5,851	29,811	5,177	441
DRV (400 mg) Tablet - 60		120				1,580
DTG (50 mg) Tablet - 30	433,239	60,351	303,590	16,605	143,591	3,300
RAL (400 mg) Tablet - 60	6,523	5,243	1,925	1,378	6,881	1,064
RTV (100 mg) Tablet - 30	5,264	633	18,331			9,856
RTV (100 mg) Tablet - 60	11,653	11,597	13,800	15,442	17,554	88
TDF (300 mg) Tablet - 30	8,249	54,500	23,523	19,872	11,429	88,746
TDF/3TC/DTG (300/300/50 mg) Tablet - 30	7,227,262	12,015,422	9,264,000	5,208,149	6,823,060	
TDF/3TC/EFV (300/300/400 mg) Tablet - 30	8,314,289	7,471,534	2,246,959			

Products By Ordering Country

(countries that have already placed or are expected to place orders for the following products)

Products	Countries That Have Already Placed Or Are Expected To Place Orders For The Following Products
Optimal Pediatric Products	
ABC/3TC (120/60 mg) Tablet (Disp) - 30	Benin, Cameroon, Cape Verde, D R Congo, Gambia, Kenya, Myanmar, Togo, Uganda, Zimbabwe
ABC/3TC (120/60 mg) Tablet (Disp) - 60	Burundi, Tanzania
ABC/3TC (60/30 mg) Tablet (Disp) - 60	Angola, Benin, Burkina Faso, Burundi, Cambodia, Chad, Cote d'Ivoire, Cuba, D R Congo, Djibouti, Ghana, Guinea, Guinea Bissau, Haiti, Kyrgyzstan, Liberia, Madagascar, Mali, Mauritania, Moldova, Mozambique, Myanmar, Niger, Nigeria, Papua New Guinea, Rwanda, Sierra Leone, South Sudan, Tajikistan, Togo, Uganda, Ukraine, Vietnam, Yemen, Zambia, Zimbabwe
AZT/3TC (60/30 mg) Tablet (Disp) - 60	Angola, Benin, Burkina Faso, Burundi, Cambodia, Cameroon, Cape Verde, Cote d'Ivoire, Cuba, D R Congo, Djibouti, Dominican Republic, Equatorial Guinea, Fiji, Ghana, Guinea, Guinea Bissau, Haiti, Kenya, Kyrgyzstan, Liberia, Madagascar, Mali, Mozambique, Myanmar, Niger, Nigeria, Papua New Guinea, Rwanda, S.Tome&Principe, South Sudan, Swaziland, Tajikistan, Tanzania, Togo, Uganda, Ukraine, Vietnam, Yemen, Zambia, Zimbabwe
EFV (200 mg) Tablet (Scored) - 90	Angola, Benin, Bermuda, Brazil, Burkina Faso, Burundi, Cambodia, Cape Verde, Chad, Cote d'Ivoire, D R Congo, Djibouti, Dominican Republic, Egypt, Equatorial Guinea, Georgia, Guinea Bissau, Haiti, Kazakhstan, Kenya, Kyrgyzstan, Liberia, Madagascar, Mozambique, Myanmar, Niger, Nigeria, Panama, Papua New Guinea, Philippines, Rwanda, South Sudan, Swaziland, Tajikistan, Togo, Uganda, Ukraine, Uzbekistan, Venezuela, Yemen, Zambia, Zimbabwe
LPV/r (100/25 mg) Tablet (HS) - 60	Angola, Benin, Cambodia, Cote d'Ivoire, D R Congo, Djibouti, Gambia, Ghana, Guatemala, Guinea Bissau, Haiti, Iran, Madagascar, Mali, Mauritania, Mozambique, Myanmar, Nigeria, Pakistan, Papua New Guinea, Rwanda, S.Tome&Principe, South Sudan, Tajikistan, Tanzania, Togo, Uganda, Ukraine, Venezuela, Vietnam, Zimbabwe
LPV/r (100/25 mg) Tablet (HS) - 120	Burundi, Cape Verde

LPV/r (40/10 mg) Oral Pellet - HS - 120	Angola, Benin, Burkina Faso, Burundi, Cambodia, Cameroon, Cote d'Ivoire, D R Congo, Fiji, Haiti, Malawi, Mozambique, Myanmar, Nepal, Niger, Nigeria, Papua New Guinea, Togo, Uganda, Ukraine, Uzbekistan
LPV/r (80/20 mg/ml) Oral Solution - 160	Benin, Bolivia, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Honduras, Nicaragua, Paraguay, Trinidad and Tobago, Turks and Caicos, Venezuela
LPV/r (80/20 mg/ml) Oral Solution - 5x60	Angola, Belarus, Benin, Burundi, Cambodia, Cameroon, Congo, Cote d'Ivoire, D R Congo, Djibouti, Egypt, Georgia, Guinea, Haiti, Iran, Kenya, Kyrgyzstan, Liberia, Madagascar, Mali, Mongolia, Mozambique, Pakistan, Rwanda, S.Tome&Principe, Sierra Leone, South Sudan, Swaziland, Syria, Tajikistan, Tanzania, Togo, Ukraine, Uzbekistan, Vietnam, Zambia, Zimbabwe
NVP (50 mg) Tablet (Disp) - 30	Central African Republic, Cote d'Ivoire, D R Congo, Ghana, Haiti, Kyrgyzstan, Mali, Mozambique, South Sudan, Uganda
NVP (50 mg) Tablet (Disp) - 60	Cameroon, Cape Verde, Congo, Cote d'Ivoire, Gambia, Ghana, Haiti, Malawi, Sierra Leone, Togo, Yemen
NVP (50/5 mg/ml) Oral Solution - 100	Albania, Angola, Belarus, Benin, Burundi, Cambodia, Cameroon, Cape Verde, Chad, Cote d'Ivoire, Djibouti, Egypt, Georgia, Ghana, Guinea, Guinea Bissau, Haiti, Kenya, Kyrgyzstan, Liberia, Madagascar, Malawi, Mali, Mongolia, Mozambique, Nicaragua, Nigeria, Pakistan, Papua New Guinea, South Sudan, Swaziland, Tajikistan, Tanzania, Togo, Uganda, Ukraine, Uzbekistan, Vietnam, Yemen, Zambia, Zimbabwe
RAL (100 mg) Tablet (Scored) - 60	Bolivia, Burkina Faso, Cambodia, Guatemala, Kenya, Liberia, Malawi, Mali, Myanmar, Tanzania, Trinidad and Tobago, Zambia
Limited-Use Pediatric Products	
3TC (50/5 mg/ml) Oral Solution - 100	Albania, El Salvador, Haiti, Mali, Philippines, Tajikistan, Ukraine, Uzbekistan, Venezuela
3TC (50/5 mg/ml) Oral Solution - 240	Angola, Bolivia, D R Congo, Dominican Republic, Ecuador, Egypt, El Salvador, Guatemala, Haiti, Honduras, Moldova, Mongolia, Nicaragua, Pakistan, Paraguay, Rwanda, Syria, Trinidad and Tobago, Turks and Caicos, Venezuela
ABC (60 mg) Tablet (Disp) - 60	Burkina Faso, Guinea, Haiti, Liberia, Madagascar, Mali, Mozambique, Nigeria
ATV (100 mg) Capsule - 60	n/a
AZT (50/5 mg/ml) Oral Solution - 100	Albania, Belarus, Benin, Djibouti, Equatorial Guinea, Ghana, Guinea, Guinea Bissau, Kyrgyzstan, Mali, Mongolia, Nigeria, S.Tome&Principe, Tajikistan, Ukraine, Vietnam

AZT (60 mg) Tablet (Disp) - 60	n/a
AZT/3TC/NVP (60/30/50 mg) Tablet (Disp) - 60	Benin, Burkina Faso, Burundi, Cambodia, Central African Republic, Cuba, D R Congo, Djibouti, Dominican Republic, Egypt, Equatorial Guinea, Fiji, Guinea, Guinea Bissau, Haiti, Indonesia, Kenya, Liberia, Malawi, Mali, Mongolia, Mozambique, Myanmar, Niger, Nigeria, Papua New Guinea, South Sudan, Tajikistan, Tanzania, Togo, Uganda, Vietnam, Yemen
DRV (75 mg) Tablet - 480	Liberia
RAL (25 mg) Tablet (Scored) - 60	Burkina Faso, Egypt, Kenya, Liberia
RTV (25 mg) Tablet - 60	n/a
RTV (80 mg/ml) Oral Solution - 240	n/a
Non-Essential Pediatric Products (top 5 products by volume)	
AZT (50/5 mg/ml) Oral Solution - 240	Afghanistan, Angola, Benin, Bolivia, Cambodia, Comoros, Cote d'Ivoire, Cuba, D R Congo, Dominican Republic, El Salvador, Georgia, Ghana, Guatemala, Guyana, Haiti, Kenya, Kyrgyzstan, Mali, Moldova, Namibia, Nepal, Nicaragua, Nigeria, Pakistan, Philippines, Rwanda, Swaziland, Syria, Tajikistan, Trinidad and Tobago, Turks and Caicos, Ukraine, Uzbekistan, Venezuela, Yemen, Zimbabwe
EFV (200 mg) Capsule - 90	Chile, Ecuador, El Salvador, Ghana, Guatemala, Haiti, Honduras, Rwanda, Uganda, Vietnam, Zambia, Zimbabwe
EFV (50 mg) Capsule - 30	Dominican Republic, Guatemala, Haiti, Rwanda
ETV (100 mg) Tablet - 120	Burundi, Georgia, Guinea, Haiti, Honduras, Malawi, Nicaragua, Rwanda, Tanzania, Uganda, Ukraine, Zambia
NVP (50/5 mg/ml) Oral Solution - 240	Bolivia, Brazil, Dominican Republic, Ecuador, El Salvador, Haiti, Honduras, Kazakhstan, Moldova, Nicaragua, Peru, Philippines, Rwanda
Adult Products in Transition or Low Volume	
3TC (150 mg) Tablet - 60	Albania, Benin, Bolivia, Burkina Faso, Cambodia, Cote d'Ivoire, Dominican Republic, Ecuador, Egypt, El Salvador, Ethiopia, Haiti, Honduras, Kazakhstan, Kenya, Kyrgyzstan, Lebanon, Mali, Mozambique, Myanmar, Pakistan, Palestine, Paraguay, Philippines, Trinidad and Tobago, Ukraine, Uzbekistan, Vietnam, Zambia
ABC (300 mg) Tablet - 60	Albania, Angola, Benin, Bermuda, Bolivia, Brazil, Cote d'Ivoire, Djibouti, Ecuador, Egypt, El Salvador, Guatemala, Guinea, Haiti, Honduras, Iran, Kenya, Kyrgyzstan, Lebanon, Liberia, Mali, Mozambique, Myanmar, Nicaragua, Paraguay, S.Tome&Principe, Trinidad and Tobago, Ukraine, Uzbekistan, Vietnam, Zambia
ATV (300 mg) Capsule - 30	Albania, Belarus, Bolivia, Egypt, El Salvador, Guatemala, Kyrgyzstan, Libya, Trinidad and Tobago, Ukraine, Venezuela

AZT (300 mg) Tablet - 60	Albania, Angola, Guinea, Guyana, Haiti, Kazakhstan, Kyrgyzstan, Madagascar, Mozambique, Myanmar, Nigeria, Pakistan, Peru, Swaziland, Uganda, Ukraine, Uzbekistan, Venezuela
DRV (400 mg) Tablet - 60	Kazakhstan, Malawi, Ukraine
DTG (50 mg) Tablet - 30	Belarus, Botswana, Burkina Faso, Cambodia, Cameroon, Cape Verde, Cote d'Ivoire, D R Congo, Egypt, Georgia, Haiti, Iran, Kyrgyzstan, Lebanon, Liberia, Malawi, Myanmar, Pakistan, Rwanda, Tanzania, Uganda, Ukraine, Uzbekistan, Zimbabwe
RAL (400 mg) Tablet - 60	Benin, Bermuda, Burkina Faso, Burundi, Cambodia, Central African Republic, Comoros, Cote d'Ivoire, Dominican Republic, Egypt, El Salvador, Guatemala, Guinea, Haiti, Honduras, Iran, Jamaica, Libya, Malawi, Mozambique, Nicaragua, Pakistan, Panama, Rwanda, Swaziland, Uganda, Ukraine, Zambia
RTV (100 mg) Tablet - 30	Albania, Armenia, Belarus, Bermuda, Bolivia, Cuba, El Salvador, Georgia, Guatemala, Honduras, Iran, Kazakhstan, Kenya, Kyrgyzstan, Mongolia, Nicaragua, Palestine, Panama, Paraguay, Tajikistan, Trinidad and Tobago, Ukraine, Uzbekistan, Vietnam
RTV (100 mg) Tablet - 60	Benin, Burkina Faso, Burundi, Cambodia, Cameroon, Cape Verde, Cote d'Ivoire, Djibouti, Egypt, Guinea, Haiti, Liberia, Libya, Malawi, Mali, Mongolia, Mozambique, Nepal, Rwanda, Tajikistan, Uganda, Vietnam
TDF (300 mg) Tablet - 30	Albania, Bermuda, Bolivia, Cambodia, Cote d'Ivoire, Cuba, Ecuador, El Salvador, Guatemala, Guinea, Haiti, Honduras, Kazakhstan, Kenya, Kyrgyzstan, Lebanon, Mongolia, Mozambique, Myanmar, Nicaragua, Pakistan, Palestine, Paraguay, Peru, Rwanda, S.Tome&Principe, Trinidad and Tobago, Ukraine, Vietnam
TDF/3TC/DTG (300/300/50 mg) Tablet - 30	Armenia, Burkina Faso, Cote d'Ivoire, Haiti, Kenya, Malawi, Mozambique, Nigeria, Rwanda, Tanzania, Uganda, Yemen, Zambia
TDF/3TC/EFV (300/300/400 mg) Tablet - 30	Benin, Cameroon, Zambia, Zimbabwe

Procurement Agents by Country

(procurement agents sourcing orders by country)

<i>Procuring Countries</i>	<i>Procurement Agents Sourcing ARVs For Each Country</i>
Afghanistan	UNICEF
Albania	UNICEF
Angola	UNICEF
Armenia	PPM
Barbados	PSM
Belarus	PPM
Benin	PPM, UNICEF
Bermuda	PAHO
Bolivia	PAHO
Botswana	PFSCM, PSM
Brazil	PAHO
Burkina Faso	PFSCM, PPM
Burundi	PPM, PSM, UNICEF
Cambodia	UNICEF
Cameroon	PFSCM, PPM, PSM
Cape Verde	PPM
Central African Republic	PPM
Chad	PPM, UNICEF
Chile	PAHO
Comoros	PPM
Congo	PPM
Cote d'Ivoire	CI GOV, PFSCM, PPM, PSM
Cuba	UNICEF
D R Congo	PPM, PSM
Djibouti	UNICEF
Dominican Republic	PFSCM
Ecuador	PAHO
Egypt	UNICEF
El Salvador	PAHO, UNICEF
Equatorial Guinea	UNICEF
Ethiopia	PFSA, PSM
Fiji	UNICEF
Gambia	PPM
Georgia	PFSCM, PPM
Ghana	PPM, PSM
Guatemala	PAHO, PPM
Guinea	PPM
Guinea Bissau	UNICEF
Guyana	PSM

Haiti	PPM, PSM
Honduras	PAHO, PPM
Indonesia	PPM
Iran	UNICEF
Jamaica	PPM, PSM
Jordan	PPM
Kazakhstan	UNICEF
Kenya	KEMSA
Kyrgyzstan	UNICEF
Lebanon	PPM
Liberia	PPM
Libya	UNICEF
Madagascar	PPM, UNICEF
Malawi	PPM, PSM
Mali	PFSCM, UNICEF
Mauritania	PFSCM, PPM
Moldova	UNICEF
Mongolia	PPM, UNICEF
Mozambique	PPM, PSM
Myanmar	PPM, UNICEF
Namibia	PPM, PSM
Nepal	PPM
Nicaragua	PAHO, PPM
Niger	PPM
Nigeria	PPM, PSM, UNICEF
Pakistan	PPM
Palestine	UNICEF
Panama	PAHO
Papua New Guinea	PPM, UNICEF
Paraguay	PAHO
Peru	PAHO, UNICEF
Philippines	UNICEF
Rwanda	MPDD, PSM
S.Tome&Principe	UNICEF
Sierra Leone	PPM
South Sudan	PSM, UNICEF
Suriname	PSM
Swaziland	PFSCM, PSM
Syria	PPM
Tajikistan	UNICEF
Tanzania	PPM, PSM
Togo	PFSCM, PPM
Trinidad and Tobago	PAHO, PSM
Turks and Caicos	PAHO
Uganda	PFSCM, PPM, PSM
Ukraine	PSM, UNICEF
Uzbekistan	UNICEF

Venezuela	PAHO, UNICEF
Vietnam	PPM, PSM
Yemen	PPM
Zambia	CHAZ, GRZ, PPM, PSM
Zimbabwe	NatPharm, PFSCM, PSM, UNDP, UNICEF