The Global Fund, PEPFAR, and Republic of South Africa
Demand Management Data:
18-Month Consolidated Forecast

July 2020
Caveats and limitations to the current version of the visibility data

- **Conservative estimates** based on currently confirmed orders and firm demand
- Prepared based on **data currently available** to The Global Fund, Kenya, PEPFAR, and South Africa
- **Preliminary estimates for discussion and planning** – not final purchase commitments
- **May not yet fully capture lead times** between order placement at manufacturer and in-country delivery
- **Ninth joint** consolidated procurement **forecast**
Total ARV Forecast

Consolidated Demand Outlook
Q3 2020 - Q4 2021, Number of packs, millions

- **PEPFAR**
- **Kenya**
- **Republic of South Africa**
- **Global Fund**

<table>
<thead>
<tr>
<th>Country</th>
<th>Q3 2020</th>
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<th>Q1 2021</th>
<th>Q2 2021</th>
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TLD, 30 Tabs

Consolidated Demand Outlook
Q3 2020 - Q4 2021, Number of packs, millions

- PEPFAR
- Kenya
- Republic of South Africa
- Global Fund

As of 20 July 2020

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TLD, 90 Tabs

Consolidated Demand Outlook
Q3 2020 - Q4 2021, Number of packs, millions

- PEPFAR
- Kenya
- Global Fund

AS OF 20 JULY 2020

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Consolidated Demand Outlook
Q3 2020 - Q4 2021, Number of packs, millions

- **PEPFAR**
- **Global Fund**

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Consolidated Demand Outlook
Q3 2020 - Q4 2021, Number of packs, millions

- PEPFAR
- Kenya
- Republic of South Africa
- Global Fund

AS OF 20 JULY 2020

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TLE 400, 30 Tabs

Consolidated Demand Outlook
Q3 2020 - Q4 2021, Number of packs, millions

- PEPFAR
- Kenya
- Global Fund

Q3 2020 - 2.5
  - PEPFAR: 1.5
  - Kenya: 1.0
Q4 2020 - 1.0
  - PEPFAR: 0.8
Q1 2021 - 0.8
  - Global Fund: 0.2
Q2 2021 - 1.1
  - PEPFAR: 0.9
Q3 2021 - 0.4
Q4 2021 - 0.8

As of 20 July 2020

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Consolidated Demand Outlook
Q3 2020 - Q4 2021, Number of packs, millions

- **PEPFAR**
- **Global Fund**

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**SOURCE:** PEPFAR, Government of Kenya, The Global Fund, South Africa
TLE 600, 30 Tabs

Consolidated Demand Outlook
Q3 2020 - Q4 2021, Number of packs, millions

- Republic of South Africa
- Global Fund

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Consolidated Demand Outlook
Q3 2020 - Q4 2021, Number of packs, millions

Global Fund

AS OF 20 JULY 2020

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**TDF/FTC 200/300**

**Consolidated Demand Outlook**
Q3 2020 - Q4 2021, Number of packs, millions

- **PEPFAR**
- **Kenya**
- **Republic of South Africa**
- **Global Fund**

**AS OF 20 JULY 2020**

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ABC/3TC 600/300

Consolidated Demand Outlook
Q3 2020 - Q4 2021, Number of packs, millions

- PEPFAR
- Kenya
- Republic of South Africa
- Global Fund

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Consolidated Demand Outlook
Q3 2020 - Q4 2021, Number of packs, millions

- PEPFAR
- Kenya
- Republic of South Africa
- Global Fund

Q3 2020
- PEPFAR: 2.0
- Kenya: 0.2
- Republic of South Africa: 0.6
- Global Fund: 0.9

Q4 2020
- PEPFAR: 1.6
- Kenya: 0.6
- Republic of South Africa: 0.3
- Global Fund: 0.6

Q1 2021
- PEPFAR: 1.1
- Kenya: 0.6
- Republic of South Africa: 0.3
- Global Fund: 0.3

Q2 2021
- PEPFAR: 1.2
- Kenya: 0.2
- Republic of South Africa: 0.6
- Global Fund: 0.3

Q3 2021
- PEPFAR: 0.9
- Kenya: 0.5
- Republic of South Africa: 0.6
- Global Fund: 0.5

Q4 2021
- PEPFAR: 1.6
- Kenya: 0.5
- Republic of South Africa: 0.6
- Global Fund: 0.5

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TDF/3TC 300/300

Consolidated Demand Outlook
Q3 2020 - Q4 2021, Number of packs, millions

- PEPFAR
- Kenya
- Global Fund

<table>
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<tr>
<th>Quarter</th>
<th>PEPFAR</th>
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<th>Global Fund</th>
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<td>Q3 2021</td>
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<td>Q4 2021</td>
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AS OF 20 JULY 2020

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### Consolidated Demand Outlook

**Q3 2020 - Q4 2021, Number of packs, millions**

- **PEPFAR**
- **Kenya**
- **Global Fund**

### Source

PEPFAR, Government of Kenya, The Global Fund, South Africa

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Consolidated Demand Outlook
Q3 2020 - Q4 2021, Number of packs, millions

PEPFAR
Kenya
Global Fund

Q3 2020
Q4 2020
Q1 2021
Q2 2021
Q3 2021
Q4 2021

2.5
1.8
1.3
1.4
0.6
0.9

0.6
0.4
0.2
0.6

0.3
0.7
0.5
0.5

0.7
0.5
0.7

0.7
0.4
0.7

2020 Q3
2020 Q4
2021 Q1
2021 Q2
2021 Q3
2021 Q4

AS OF 20 JULY 2020

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Consolidated Demand Outlook
Q3 2020 - Q4 2021, Number of packs, millions

- **PEPFAR**
- **Kenya**
- **Republic of South Africa**
- **Global Fund**

### Consolidated Demand Outlook

<table>
<thead>
<tr>
<th>Quarter</th>
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<th>Kenya</th>
<th>Republic of South Africa</th>
<th>Global Fund</th>
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<td>Q4 2020</td>
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<td>Q2 2021</td>
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<tr>
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<tr>
<td>Q4 2021</td>
<td>0.9</td>
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**AS OF 20 JULY 2020**

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**SOURCE:** PEPFAR, Government of Kenya, The Global Fund, South Africa
LPV/r 100/25

Consolidated Demand Outlook
Q3 2020 - Q4 2021, Number of packs, millions

- PEPFAR
- Kenya
- Republic of South Africa
- Global Fund

Q3 2020:
- PEPFAR: 0.4 million
- Kenya: 0.1 million
- Republic of South Africa: 0.1 million
- Global Fund: 0.8 million

Q4 2020:
- PEPFAR: 0.7 million
- Kenya: 0.1 million
- Republic of South Africa: 0.4 million
- Global Fund: 0.4 million

Q1 2021:
- PEPFAR: 0.6 million
- Kenya: 0.1 million
- Republic of South Africa: 0.1 million
- Global Fund: 0.3 million

Q2 2021:
- PEPFAR: 0.7 million
- Kenya: 0.1 million
- Republic of South Africa: 0.3 million
- Global Fund: 0.1 million

Q3 2021:
- PEPFAR: 0.5 million
- Kenya: 0.2 million
- Republic of South Africa: 0.2 million
- Global Fund: 0.2 million

Q4 2021:
- PEPFAR: 0.6 million
- Kenya: 0.1 million
- Republic of South Africa: 0.1 million
- Global Fund: 0.4 million

AS OF 20 JULY 2020

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LPV/r 40/10 Capsules/Granules – Consolidated Demand Forecast Outlook

Consolidated Demand Outlook
Q3 2020 - Q4 2021, Number of packs, millions

- PEPFAR
- Kenya
- Global Fund

Q3 2020: 1.3
   - PEPFAR: 0.2
   - Kenya: 0.3
   - Global Fund: 1.0

Q4 2020: 0.5
   - PEPFAR: 0.2
   - Kenya: 0.3
   - Global Fund: 0.2

Q1 2021: 0.2
   - PEPFAR: 0.1
   - Kenya: 0.2
   - Global Fund: 0.1

Q2 2021: 0.3
   - PEPFAR: 0.2
   - Kenya: 0.2
   - Global Fund: 0.1

Q3 2021: 0.2
   - PEPFAR: 0.1
   - Kenya: 0.1
   - Global Fund: 0.3

Q4 2021: 0.4
   - PEPFAR: 0.3
   - Kenya: 0.3
   - Global Fund: 0.1

AS OF 20 JULY 2020

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NVP 100ml Oral Suspension

Consolidated Demand Outlook
Q3 2020 - Q4 2021, Number of packs, millions

- PEPFAR
- Kenya
- Republic of South Africa
- Global Fund

Q3 2020
- PEPFAR: 0.6
- Kenya: 0.1
- Republic of South Africa: 0.1
- Global Fund: 0.4

Q4 2020
- PEPFAR: 0.6
- Kenya: 0.4
- Republic of South Africa: 0.1
- Global Fund: 0.1

Q1 2021
- PEPFAR: 0.3
- Kenya: 0.1
- Republic of South Africa: 0.1
- Global Fund: 0.1

Q2 2021
- PEPFAR: 0.3
- Kenya: 0.1
- Republic of South Africa: 0.1
- Global Fund: 0.2

Q3 2021
- PEPFAR: 0.2
- Kenya: 0.1
- Republic of South Africa: 0.1
- Global Fund: 0.2

Q4 2021
- PEPFAR: 0.4
- Kenya: 0.1
- Republic of South Africa: 0.1
- Global Fund: 0.2

AS OF 20 JULY 2020

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