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**

<table>
<thead>
<tr>
<th>Country</th>
<th>3TC/AZT 150/300</th>
<th>TDF/3TC 300/300</th>
<th>ABC/3TC 120/60</th>
<th>ATV/r 300/100</th>
<th>LPV/r 200/50</th>
<th>LPV/r 100/25</th>
<th>LPV/r 40/10 capsules/granules</th>
<th>NVP oral 100ml suspension</th>
</tr>
</thead>
<tbody>
<tr>
<td>Burkina Faso</td>
<td>7</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cameroon</td>
<td>10</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cote d’Ivoire</td>
<td>18</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Congo DRC</td>
<td>19</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ethiopia</td>
<td>20</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ghana</td>
<td>39</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kenya</td>
<td>44</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Malawi</td>
<td>48</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mozambique</td>
<td>70</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Nigeria</td>
<td>8</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>South Africa</td>
<td>9</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tanzania</td>
<td>17</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Uganda</td>
<td>18</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Zambia</td>
<td>19</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Zimbabwe</td>
<td>20</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Source:** PEPFAR, Government of Kenya, The Global Fund, South Africa

**Disclaimer:** This is an initial version of the forecast, and may contain inaccuracies – please refer to caveats and data limitations on slide 1. These slides contain a conservative estimate for demand management between the four programs. As such, there may be future volumes not yet financially committed or confirmed.
Consolidated Demand Outlook
Q3 2020 - Q4 2021, Number of packs, millions

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

AS OF 20 JULY 2020

DISCLAIMER: This is an initial version of the forecast, and may contain inaccuracies – please refer to caveats and data limitations on slide 1. These slides contain a conservative estimate for demand management between the four programs. As such, there may be future volumes not yet financially committed or confirmed.

TLD, 90 Tabs

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

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

**AS OF 20 JULY 2020**

DISCLAIMER: This is an initial version of the forecast, and may contain inaccuracies – please refer to caveats and data limitations on slide 1. These slides contain a conservative estimate for demand management between the four programs. As such, there may be future volumes not yet financially committed or confirmed.

TLD, 180 Tabs

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

- PEPFAR
- Global Fund

AS OF 20 JULY 2020

DISCLAIMER: This is an initial version of the forecast, and may contain inaccuracies – please refer to caveats and data limitations on slide 1. These slides contain a conservative estimate for demand management between the four programs. As such, there may be future volumes not yet financially committed or confirmed.

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

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

Q3 2020 - 2.6
- PEPFAR: 0.2
- Kenya: 0.3
- Republic of South Africa: 1.1
- Global Fund: 2.3

Q4 2020 - 1.2
- PEPFAR: 0.5
- Kenya: 0.2
- Republic of South Africa: 0.4
- Global Fund: 1.2

Q1 2021 - 1.1
- PEPFAR: 0.2
- Kenya: 0.2
- Republic of South Africa: 0.4
- Global Fund: 1.1

Q2 2021 - 1.4
- PEPFAR: 0.2
- Kenya: 1.0
- Republic of South Africa: 0.4
- Global Fund: 1.4

Q3 2021 - 0.8
- PEPFAR: 0.3
- Kenya: 0.3
- Republic of South Africa: 0.4
- Global Fund: 0.8

Q4 2021 - 0.9
- PEPFAR: 0.3
- Kenya: 0.3
- Republic of South Africa: 0.6
- Global Fund: 0.9

DISCLAIMER: This is an initial version of the forecast, and may contain inaccuracies – please refer to caveats and data limitations on slide 1. These slides contain a conservative estimate for demand management between the four programs. As such, there may be future volumes not yet financially committed or confirmed.

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

- Republic of South Africa

8.1
5.5
4.1
4.2
4.1
4.3
Q3 2020
Q4 2020
Q1 2021
Q2 2021
Q3 2021
Q4 2021

DISCLAIMER: This is an initial version of the forecast, and may contain inaccuracies — please refer to caveats and data limitations on slide 1. These slides contain a conservative estimate for demand management between the four programs. As such, there may be future volumes not yet financially committed or confirmed.

TLE 400, 30 Tabs

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

**Disclaimer:** This is an initial version of the forecast, and may contain inaccuracies – please refer to caveats and data limitations on slide 1. These slides contain a conservative estimate for demand management between the four programs. As such, there may be future volumes not yet financially committed or confirmed.
Consolidated Demand Outlook
Q3 2020 - Q4 2021, Number of packs, millions

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

### Consolidated Demand Outlook

<table>
<thead>
<tr>
<th>Quarter</th>
<th>TLE 400, 90 Tabs</th>
<th>Number of packs, millions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3 2020</td>
<td>0.07</td>
<td></td>
</tr>
<tr>
<td>Q4 2020</td>
<td>0.04</td>
<td></td>
</tr>
<tr>
<td>Q1 2021</td>
<td>0.08</td>
<td></td>
</tr>
<tr>
<td>Q2 2021</td>
<td>0.19</td>
<td></td>
</tr>
<tr>
<td>Q3 2021</td>
<td>0.14</td>
<td></td>
</tr>
<tr>
<td>Q4 2021</td>
<td>0.25</td>
<td></td>
</tr>
</tbody>
</table>

**Source:** PEPFAR, Government of Kenya, The Global Fund, South Africa

**Disclaimer:** This is an initial version of the forecast, and may contain inaccuracies – please refer to caveats and data limitations on slide 1. These slides contain a conservative estimate for demand management between the four programs. As such, there may be future volumes not yet financially committed or confirmed.
TLE 600, 90 Tabs*

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

*Some volumes may manifest in orders for packs of 30.

DISCLAIMER: This is an initial version of the forecast, and may contain inaccuracies – please refer to caveats and data limitations on slide 1. These slides contain a conservative estimate for demand management between the four programs. As such, there may be future volumes not yet financially committed or confirmed.

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

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

Q3 2020
- PEPFAR: 1.0
- Kenya: 0.3
- Republic of South Africa: 0.4
- Global Fund: 0.3

Q4 2020
- PEPFAR: 0.8
- Kenya: 0.5
- Republic of South Africa: 0.3
- Global Fund: 0.3

Q1 2021
- PEPFAR: 1.1
- Kenya: 0.8
- Republic of South Africa: 0.2
- Global Fund: 0.2

Q2 2021
- PEPFAR: 1.2
- Kenya: 0.5
- Republic of South Africa: 0.4
- Global Fund: 0.3

Q3 2021
- PEPFAR: 0.7
- Kenya: 0.4
- Republic of South Africa: 0.3
- Global Fund: 0.3

Q4 2021
- PEPFAR: 0.7
- Kenya: 0.2
- Republic of South Africa: 0.3
- Global Fund: 0.3

DISCLAIMER: This is an initial version of the forecast, and may contain inaccuracies – please refer to caveats and data limitations on slide 1. These slides contain a conservative estimate for demand management between the four programs. As such, there may be future volumes not yet financially committed or confirmed.

ABC/3TC 600/300

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

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

Consolidated demand outlook from Q3 2020 to Q4 2021, showing the number of packs in millions for different periods and programs. The chart includes data for PEPFAR, Kenya, Republic of South Africa, and the Global Fund.

Disclaimer: This is an initial version of the forecast, and may contain inaccuracies – please refer to caveats and data limitations on slide 1. These slides contain a conservative estimate for demand management between the four programs. As such, there may be future volumes not yet financially committed or confirmed.

3TC/AZT 150/300

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

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

AS OF 20 JULY 2020

DISCLAIMER: This is an initial version of the forecast, and may contain inaccuracies – please refer to caveats and data limitations on slide 1. These slides contain a conservative estimate for demand management between the four programs. As such, there may be future volumes not yet financially committed or confirmed.

TDF/3TC 300/300

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

- PEPFAR
- Kenya
- Global Fund

AS OF 20 JULY 2020

DISCLAIMER: This is an initial version of the forecast, and may contain inaccuracies – please refer to caveats and data limitations on slide 1.
These slides contain a conservative estimate for demand management between the four programs. As such, there may be future volumes not yet financially committed or confirmed.

ABC/3TC 120/60, 30 Tabs

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

- PEPFAR
- Kenya
- Global Fund

Q3 2020 - 3.3
  - PEPFAR: 1.0
  - Kenya: 1.5
  - Global Fund: 0.8

Q4 2020 - 1.2
  - PEPFAR: 0.9
  - Kenya: 0.6
  - Global Fund: 1.2

Q1 2021 - 0.8
  - PEPFAR: 0.6
  - Kenya: 0.4
  - Global Fund: 1.2

Q2 2021 - 1.6
  - PEPFAR: 1.2
  - Kenya: 0.4
  - Global Fund: 1.0

Q3 2021 - 1.0
  - PEPFAR: 0.8
  - Kenya: 0.4
  - Global Fund: 1.0

Q4 2021 - 1.2
  - PEPFAR: 0.8
  - Kenya: 0.4
  - Global Fund: 1.1

AS OF 20 JULY 2020

DISCLAIMER: This is an initial version of the forecast, and may contain inaccuracies – please refer to caveats and data limitations on slide 1. These slides contain a conservative estimate for demand management between the four programs. As such, there may be future volumes not yet financially committed or confirmed.

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

- PEPFAR
- Kenya
- Global Fund

As of 20 July 2020

Disclaimer: This is an initial version of the forecast, and may contain inaccuracies – please refer to caveats and data limitations on slide 1.
These slides contain a conservative estimate for demand management between the four programs. As such, there may be future volumes not yet financially committed or confirmed.

LPV/r 200/50

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

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

**AS OF 20 JULY 2020**

Disclaimer: This is an initial version of the forecast, and may contain inaccuracies – please refer to caveats and data limitations on slide 1. These slides contain a conservative estimate for demand management between the four programs. As such, there may be future volumes not yet financially committed or confirmed.

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

<table>
<thead>
<tr>
<th></th>
<th>Q3 2020</th>
<th>Q4 2020</th>
<th>Q1 2021</th>
<th>Q2 2021</th>
<th>Q3 2021</th>
<th>Q4 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>PEPFAR</td>
<td>1.4</td>
<td>1.3</td>
<td>0.7</td>
<td>0.6</td>
<td>0.5</td>
<td>0.6</td>
</tr>
<tr>
<td>Kenya</td>
<td>0.4</td>
<td>0.1</td>
<td>0.1</td>
<td>0.1</td>
<td>0.2</td>
<td>0.1</td>
</tr>
<tr>
<td>Republic of South Africa</td>
<td>0.1</td>
<td>0.4</td>
<td>0.1</td>
<td>0.1</td>
<td>0.2</td>
<td>0.4</td>
</tr>
<tr>
<td>Global Fund</td>
<td>0.8</td>
<td>0.4</td>
<td>0.3</td>
<td>0.2</td>
<td>0.1</td>
<td>0.4</td>
</tr>
</tbody>
</table>

AS OF 20 JULY 2020

DISCLAIMER: This is an initial version of the forecast, and may contain inaccuracies – please refer to caveats and data limitations on slide 1. These slides contain a conservative estimate for demand management between the four programs. As such, there may be future volumes not yet financially committed or confirmed.

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

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


Disclaimer: This is an initial version of the forecast, and may contain inaccuracies — please refer to caveats and data limitations on slide 1. These slides contain a conservative estimate for demand management between the four programs. As such, there may be future volumes not yet financially committed or confirmed.
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
Q4 2020
Q1 2021
Q2 2021
Q3 2021
Q4 2021

AS OF 20 JULY 2020

DISCLAIMER: This is an initial version of the forecast, and may contain inaccuracies – please refer to caveats and data limitations on slide 1. These slides contain a conservative estimate for demand management between the four programs. As such, there may be future volumes not yet financially committed or confirmed.