

Navigating through today's market access & supply chain complexities

Turning threats into opportunities

Market Specific Approaches for Low- and Middle-Income Countries (LMIC)

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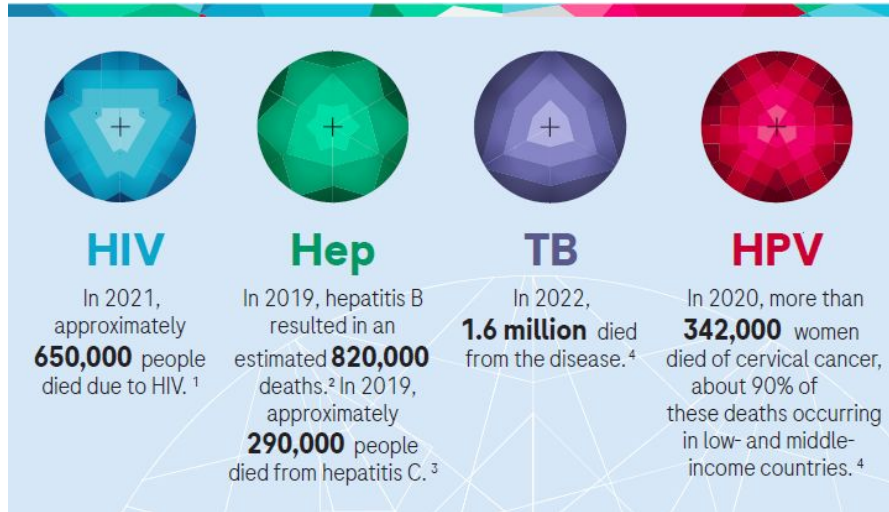
Market specific Challenges and Approaches

for low- and middle-income countries



Medical Needs

Global Access Program and Healthcare System specific solutions

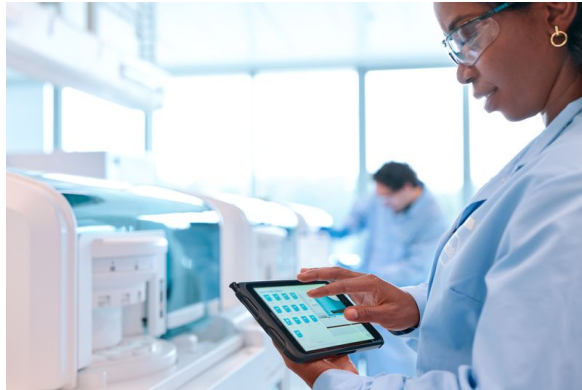


- 47% of the global population lacks access to diagnostics
- Among 10 low- and middle-income countries, including seven African countries, the median availability of diagnostics was even at 19.1% in basic primary care facilities
- Aging populations lead to increases in NCDs globally
- Specific Product Solutions overcome local challenges



Regulations and Access

- More and more countries regulate medical devices
- The pandemic has shown the potential of Regulatory Agility , Reliance and Recognition
- Plan your studies so that you include populations from all target countries
- and show the benefit to their healthcare system setting



- Special Regulations apply in many LMIC countries in addition to health policy - e.g. Shelf Life Expectations

Supply Chain

- Ensure Product Quality on the way
- Build lasting Partnerships
- Manage Excellence



Doing now what patients need next