Report Breakout Session
forecast
A2S2
mono + substandard
### 2010 FORECAST (in mTRTs – shipment on board)

<table>
<thead>
<tr>
<th></th>
<th>AM</th>
<th>AS</th>
<th>DHA</th>
<th>Total (incl domestic)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ajanta</td>
<td>25</td>
<td>25</td>
<td>25</td>
<td>5</td>
</tr>
<tr>
<td>CIPLA</td>
<td>36</td>
<td>4</td>
<td>40</td>
<td></td>
</tr>
<tr>
<td>Guilin*</td>
<td>20</td>
<td>20</td>
<td>10?</td>
<td></td>
</tr>
<tr>
<td>Holley</td>
<td>4</td>
<td>4</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>IPCA</td>
<td>27</td>
<td>3</td>
<td>30</td>
<td>5</td>
</tr>
<tr>
<td>Novartis</td>
<td>75</td>
<td>75</td>
<td>75</td>
<td></td>
</tr>
<tr>
<td>sanofi</td>
<td>55</td>
<td>55</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>163</td>
<td>82</td>
<td>4</td>
<td>249</td>
</tr>
</tbody>
</table>

* i.e. 50/50 AS+AQ / AS+SP
2011 Forecast
assumed 2011 = 2010 + 20%, i.e. 300 mTRTs
NB: Nigeria alone 100 m (2010 = 30-35 m)

artemisinin requirements
- Roughly AM / AS / DHA = 65,5 / 33 / 1,5
- In real life conditions, i.e. at scale with multisource artemisinin:
  1kg artemisinin yields 0.55 kg artemether
  Inversely 1 kg artemether requires 1.82 kg artemisinin

artemisinin inventories (in tonnes)
Novartis: 2 digit
sanofi: until mid 2011
IPCA: around 2 digit
CIPLA: 2 digit - until Aug 11
Guilin: 8 tonnes
Holley: no stocks
Mangalam: 1 digit
Pidi: all stock committed i.e. included in above inventory
A2S2 discussion

- Global Fund ACT ceiling price
to be established by formulation and
to be linked to (i) arte price and (ii) exchange rate

- finished artemisinin price max USD 400 /kg

- A2S2 is a very good facility
to be extended, particularly in view of looming shortage

- A2S2 to promote Long Term Agreements and
to facilitate the price negociations
Arte monotherapies and substandard ACTs

1) discourage at demand side:
   i - countries to delist AMTs
   ii - AMFm to exclude first line buyers who continue to keep AMTs in portfolio
   iii - AMFm to exclude coblisters cut apart as AMTs
   iiiii – Nigeria to delist locally produced coblisters

2) at supply side API manufacturers ready to discuss policies and accept investigators (non-disclosure agreement) with regard to API supply to AMT and substandard ACT manufacturers within or outside A2S2