

INVESTING IN UNITAID



BETTER, CHEAPER HEALTH PRODUCTS FOR THE MOST VULNERABLE

Reaching the Sustainable Development Goal to “Ensure healthy lives and promote well-being for all” by 2030 is going to take a strong dose of boldness and ingenuity.

Remarkable progress has been made in the fight against HIV/AIDS, tuberculosis and malaria over the past two decades, yet pressing needs remain. New investments and effective partnerships hold the key to reaching ambitious global health goals. It took 15 years to put 18 million people on antiretroviral (ARV) therapy. To get 15 million more people on treatment in the next five years, we will have to work harder and faster. Many critical gaps also persist in tuberculosis and malaria. In 2016, more than 4 million tuberculosis cases still escaped detection, and fewer than 30% of children infected with malaria received appropriate care.

As we try to reach those who have been left behind, we face new challenges. Some health products often have side effects or are not adapted to the needs of vulnerable people, such as children or pregnant women; while others are losing their effectiveness because of antimicrobial resistance. Sophisticated tools such as testing devices are simply too complex and expensive for use in remote locations.

We need practical solutions that test the frontiers of medical science if we are to succeed in creating a world free from HIV/AIDS, tuberculosis and malaria.

- *Ambitious SDG health objective for 2030*
- *Even in the three diseases, major challenges lie ahead*
- *Need for new products and tools*



WHY INVEST IN UNITAID?

Unitaid was created in 2006 through a unique partnership to invest in new ways to prevent, diagnose and treat HIV/AIDS, tuberculosis and malaria more quickly, more affordably and more effectively. Since its establishment, Unitaid has received US\$ 2.8 billion in contributions from donors, with our main donors being France, the United Kingdom, Norway, the Bill & Melinda Gates Foundation, Brazil, Spain, the Republic of Korea, and Chile. Currently, we manage a portfolio of over 40 grants, in more than 40 countries and worth around US\$ 1 billion.

Unitaid's investments are highly effective at delivering innovative health solutions of high quality that ultimately benefit millions of people. Unitaid has a strong track record of kick-starting innovation and making the global response faster, more affordable and more effective. Our programmes are delivering a range of solutions, such as: next generation diagnostics allowing faster, easy-to-use and precise screening; new medicines generating less resistance; new regimens that are specially adapted to children's needs; and new molecules allowing shorter treatment regimens. We make these innovations available in record time by accelerating their development, bringing them to market and ensuring they can be delivered at scale.

Innovations such as these are transforming the way diseases are prevented, diagnosed and treated in dozens of countries and benefit millions of people. As countries and partners scale up these innovations, hundreds of thousands of additional lives are saved, reaping huge savings for health systems worldwide. All in all, Unitaid's investments deliver a strong punch, yielding an estimated return of US\$ 7 to US\$ 20 per dollar invested.

- *Unitaid has proven ability to bring innovations to scale*
- *We have an effective and agile operating model*
- *We make catalytic investments with global impact*

PIONEERING INNOVATIONS TO BENEFIT EVERYONE

Unitaid works at the interface between cutting-edge innovation and the harsh reality of fighting killer diseases on the ground. We analyse potential roadblocks that stand in the way of innovations being adopted and used at scale, and we then start removing them, one by one. If a product is not adapted to patients' needs, we develop a better version, drug combination, or formulation. If decision-makers are unsure about when and how to use an innovative product, we put it to the test in real-life settings and demonstrate its added value. If prices are too high, we accelerate entry of new suppliers to increase competition. Alternatively, we put in place mechanisms that support demand, increase market size and help manufacturers to lower their production costs.

We are often the first to introduce innovations in countries. But we do so on a limited scale, and for a finite period of time. In order to succeed, we have to persuade others to adopt these innovations, and use them on a large scale. For this reason, we invest considerable time in working with national disease programmes and their funders to make sure new products are integrated in their operational plans, and that financial resources are secured to support scale up. Only then can we claim success, in the knowledge that much-needed innovations will reach those who most need them.

Unitaid's impact: making HIV self-testing a reality

- 30% of people living with HIV don't know their status
- To address this gap, Unitaid is introducing self-testing for the first time in Africa

- Self-testing could help reach the millions of individuals who are not seeking a test today for fear of stigma and discrimination
- Lead Grantee: Population Services International (PSI)



REDUCING INEQUITIES

Global pandemics do not threaten everybody in the same way. Key and vulnerable populations are often at substantially higher risk and lack access to health services and health products. For example, among these groups: people living with HIV often fail to present at testing and care centres for fear of stigma; infants born HIV positive go undiagnosed due to inadequate diagnostic procedures; hundreds of thousands of tuberculosis cases are missed because the disease strikes the poorest, who have no access to health care; treatments are interrupted because patients cannot afford them; and children die from severe malaria because they live too far away from the nearest health centre.

Unitaid supports innovations in prevention, diagnosis and treatment that can help reduce these glaring inequities in access to care. We have consistently seen the huge difference we can make with more effective, more affordable and better adapted products: For example, paediatric formulations make the treatment of children possible; decentralized testing strategies reach people that live far from health centres; self-testing allows people to test for HIV in the privacy of their own homes; and preventive treatments can reduce malaria mortality in rural areas.

Great progress has been made to reduce inequities. But much remains to be done, and that will require us to take calculated risks and engage in fresh thinking.

Unitaid's impact: preventing malaria in children

- Some 25 million children under the age of five are at risk of malaria in the Sahel
- Unitaid has introduced seasonal malaria chemoprevention (SMC), an

- intervention which reduces malaria cases by up to 75%
- At scale, SMC could avert 50,000 child deaths per year
- Lead grantee: Malaria Consortium



GETTING REAL VALUE FOR MONEY

Unitaid's projects have a strong impact on the global response with a transformational and catalytic effect: while representing about 1% of Development Assistance for Health for HIV/AIDS, tuberculosis and malaria, Unitaid's investments have a ripple effect on the remaining 99% of funding. Even though we work in only a limited number of countries, the benefits are spread far more widely when the products we introduce are scaled up in scores of countries. A significant share of products bought today by national health programmes were first developed with Unitaid's support.

Currently, Unitaid is working on treatments that have the potential to become the first line, standard of care for millions of people living with HIV. We are testing new drug combinations for multidrug-resistant tuberculosis, which, if proven effective, will become a cornerstone of treatment for hundreds of thousands of patients diagnosed with multidrug-resistant tuberculosis every year. We are also pioneering the use of new insecticides for home spraying, which at scale will protect millions of families from malarial mosquitoes. We have supported the introduction of a better treatment for severe malaria, which is now used by millions of patients and saves thousands of lives every year.

Overall, the innovations Unitaid supports have the potential to bring game-changing impact and deliver gains that go far beyond the immediate scope of our projects.

Unitaid's impact: introducing better and more affordable HIV treatments

- *Unitaid speeds up the introduction of new, simpler and more effective HIV treatments*
- *Over 15 million patients could benefit from these new treatments by 2024*
- *The new treatments are also cheaper, and could generate savings of up to US\$ 1.6 billion through to 2024*



COORDINATING EFFORTS FOR MULTIPLE DISEASES

In the last 15 years, the fight against the big pandemics has been largely based on so-called "vertical" programmes, each focused on a single disease. The reality on the ground is however different: for example, patients may be affected by more than one disease; or children may present with malaria symptoms, but are in fact suffering from another type of infection.

We believe there is enormous potential in bringing efforts together and integrating care across multiple diseases and conditions. HIV co-infections, as well as reproductive, maternal and child health, are an integral part of our new strategy for 2017-2021. We put the patient at the centre of our work and develop solutions that look beyond one single disease. We are convinced that this integrated approach will transform health systems and dramatically improve their effectiveness in combating diseases.

Unitaid's impact: addressing HIV co-infections

- Hepatitis C (HCV) is one of the main causes of deaths of people living with HIV, and killed 1.3 million people in 2015
- Only 20% of HCV-infected people are diagnosed and less than 8% of them are treated

Unitaid is developing new diagnostic tools for HCV, and expanding access to new, highly effective treatments

- Lead grantees: Médecins sans Frontières, Foundation for Innovative New Diagnostics, Coalition Plus



SHAPING THE FUTURE

Thanks to our highly agile model, we are continuously exploring the global health landscape to identify opportunities where we can make a difference. Our institutional positioning, our tools and decision-making processes enable us to go where others cannot venture. For instance, Unitaid is doing pioneering work in uncharted territories, such as hepatitis C co-infection, paediatric treatments, patent pooling and more.

We also have a long history of fighting drug resistance, which has risen to the top of the global health agenda. Half of our portfolio is linked to resistance. Our work ranges from diagnosing and treating drug-resistant tuberculosis, introducing more durable HIV treatments that are less prone to resistance, improving the monitoring of HIV treatment and the potential emergence of resistance, as well as catalysing access to rapid diagnostic tests for malaria, or introducing new insecticides to replace existing ones that are no longer effective at killing mosquitoes.

Unitaid is a trail-blazer: we are not only targeting the solutions that are needed today, but also working on answers to tomorrow's health challenges.

Unitaid's impact: tackling antimicrobial resistance (AMR)

- By 2050, AMR could cause up to 10 million deaths per year, and cost a cumulative US\$ 100 trillion
- Over 50% of Unitaid's portfolio relates to resistance

Unitaid achieved a price reduction of 40% for an innovative TB test (TBXpert)

- Unitaid is accelerating access to new antibiotics for multidrug-resistant TB
- Lead Grantees: Partners in Health, Stop TB Partnership/Global Drug Facility, World Health Organization







Unitaid Secretariat

Chemin de Blandonnet 10
BIBC III – 8th Floor
1214 Vernier
Switzerland

T +41 22 791 12 00
F +41 22 791 48 90

unitaid-communications@who.int
Follow us on Twitter @Unitaid

www.unitaid.org

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