

# Shaping the cancer market

Improving access to pediatric cancer treatment to save lives in **West Africa**

Only 30% of children survive cancer in low- and middle-income countries (LMICs), whereas 80% of children survive in high-income countries (HICs)<sup>1</sup>. The drugs that can save their lives are well-known and highly effective, but are often too expensive, substituted for fakes, or simply unavailable in LMICs. Clinton Health Access Initiative (CHAI) seeks to increase survival for children with cancer by addressing these barriers to treatment access.

## The problem

Each year, 429,000 children under the age of 19 will develop cancer<sup>1</sup>. 90% of those children will come from low and middle-income countries (LMICs)<sup>2</sup>, where at least 40% of the cases will go unreported<sup>3</sup>. Due to the lack of access to prompt diagnosis and to quality, affordable treatment, only 30% of children can expect to survive cancer in LMICs, compared to an 80% survival rate in high-income countries<sup>1</sup>. This disparity in outcomes is unacceptable considering that most childhood cancers can be effectively treated with affordable, generic medicines, even if they are detected late. This huge outcomes disparity indicates that there is a significant opportunity to save lives if treatment access can be improved.

## The partner

CHAI is a global health organization committed to strengthening integrated health systems and expanding access to care and treatment in the developing world. CHAI's solution-oriented approach focuses on improving market dynamics for medicines and diagnostics; lowering prices for treatment; accelerating access to lifesaving technologies; and helping governments build the capacity required for high-quality care and treatment programs.

## The philanthropic solution

CHAI will build off its core competencies to work with quality drug manufacturers to lower the price of pediatric chemotherapies, and support LMIC governments to introduce high

quality products and make them available. In addition, CHAI will work with the Ministries of Health and cancer treatment centers in Nigeria, Cameroon, and Ghana to strengthen overall pediatric treatment systems, with a focus on improving pediatric chemotherapy availability through forecasting and supply chain management, and supporting hospital capacity building focused on quality of care, tracking, and retention. This approach builds on CHAI's extensive experience with global health market shaping, including for adult cancer chemotherapies, through which CHAI has been able to sustainably lower prices and increase availability of key health commodities like antiretroviral drugs for HIV/AIDS.

## The evidence

CHAI has negotiated more than 125 agreements that have significantly lowered prices for health products in LMICs enabling significant scale up. For example, CHAI's efforts to scale up pediatric HIV treatment systems, drive the market towards optimal formulations through the Pediatric ARV Procurement Working Group, and pool procurement across multiple small procurers by increasing demand transparency for manufactures, enabled scale up from 80,000 children treated in 2005 to over 500,000

## The impact

Through this investment CHAI expects to achieve a:

- 30% price reduction on procured chemotherapies
- 20% increase in quality-approved drugs procured
- 25% volume increases for access medicines procured, by country
- 20% increase in patients receiving chemotherapy
- 20% increase in patients completing chemotherapy course

Location	Cameroon, Ghana, Nigeria
Target group	570 children receiving oncology treatment
Partner(s)	CHAI
Grant total	CHF 600,000
SDG(s)	3
Duration	12 months
Program ID	48891B

Source: 1 WHO (2021), 2 Cayrol, J., Ilbawi, A., Sullivan, M. et al. (2022). 3 Labisso, W.L., et al. (2020).

All programmatic data provided by CHAI. The UBS Optimus Foundation is a grant-making foundation that offers UBS clients a platform to use their wealth to drive positive social and environmental change. The Foundation selects programs that improve children's health, education and protection, ones that have the potential to be transformative, scalable and sustainable as well as programs tackling environmental and climate issues.

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