



Contraceptives Spend Analysis

2013

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Executive summary

For the year 2013, UNFPA's contraceptive offer is composed by **34 ITEMS¹** grouped in **9 SUB-CATEGORIES**.

The **total procurement spend** is **\$150,775,375.97** for a total of **991 orders**.

The ITEM with the highest procurement spend was **CONDOM 53 STANDARD** with **\$26,726,454.00** that is equal to **17,7% of the total spend in 2013**. In 2012 the top ITEM was IMPLANON and in 2013 IMPLANON was the second most procured item with \$ 25,396,776.28.

The ITEM with the lowest procurement spend was **CONDOM54STANDARD** with a procurement of only \$3,003.00, representing a 0.00001% of the total procurement spend. In 2012 the item with the lowest procurement spend was **CU375STTYVEK**, which is not an ITEM ID in 2013 anymore.

The CATEGORY with the highest procurement spend was **SUBDERMAL IMPLANTS** with **\$49,467,076.28**, 33% of the total procurement spend in 2013. In 2012 the category with the highest spend was also SUBDERMAL IMPLANTS, with **\$50,266,600.00**. The spend in this category has decreased by 1.6%.

The CATEGORY with the lowest procurement spend was **LUBRICANTWATER** with \$406,417.06, representing 0.3% of the total procurement spend in 2013. In 2012 the category with the lowest spend was **EMERGENCY CONTRACEPTIVES** with **\$154,773.44**.

Subdermal Implants, with **\$49,467,076.28** that is equal to **32.8% of the total procurement spend**, is the **1st category in terms of procurement spend** and it is composed by **2 ITEMS**.

Injectable contraceptives, with **\$35,685,717.13** that is equal to **23.7% of the total procurement spend**, is the **2nd category in terms of procurement spend** and it is composed by **7 ITEMS**.

Male Condoms, with **\$29,639,764.20** that is equal to **19.7% of the total procurement spend**, is the **3rd category in terms of procurement spend** and it is composed by **10 ITEMS**.

Combined Low Dose OC Pills, with **\$16,928,094.45** that is equal to **11.2% of the total procurement spend**, is the **4th category in terms of procurement spend** and it is composed by **4 ITEMS**.

Female Condoms, with **\$11,200,510.00** that is equal to **7.4% of the total procurement spend**, is the **5th category in terms of procurement spend** and it is composed by **1 ITEM**.

Progestagen Only Pills, with **\$5,354,723.71** that is equal to **3.6% of the total procurement spend**, is the **6th category in terms of procurement spend** and it is composed by **2 ITEMS**.

Intra Uterine Devices, with **\$1,203,255.64** that is equal to **0.8% of the total procurement spend**, is the **7th category in terms of procurement spend** and it is composed by **4 ITEMS**.

¹ Complete list of ITEMS available in the appendixes

Emergency contraceptives, with **\$889,817.50** equal to **0.6%** of the total procurement spend, is the 8th category in terms of procurement spend and it is composed by **2 ITEMS**.

Lubricants, with **\$406,417.06**, which is equal to 0.3% of the total procurement spend, is the 9th category in terms of procurement spend. It is composed of **3 ITEMS**, but due to the low procurement spend and to the similarity between the single ITEMS, in this report they are going to be **considered as 1**.

The country with the highest procurement spend was UGANDA with \$11,120,573.50, equal to 7.4% of the total spend in 2013. In 2012 the country with the highest procurement spend was **ETHIOPIA** with **\$15,203,607.55**, equal to **12% of the total spend in 2012**.

The country with the lowest procurement spend was BANGLADESH with \$2,850.00, equal to 0.002% of the total spend in 2013. In 2012 the country with the lowest procurement spend was **TURKMENISTAN** with only **\$4,046.00**, equal to **0.003% of the total**.

Africa is the Region with the highest overall procurement spend and it is also the region with the **highest procurement spend in 5 out of 9 categories²**. Together, the 2 top spending categories for Africa region, INJECTABLES CONTRACEPTIVES and SUBDERMAL IMPLANTS sum up to 62% of the total procurement spend in Africa in 2013 and 38% of the total spend in 2013.

For the year 2013, PSB STOCK was composed by **4 ITEMS** each belonging to a different CATEGORY, **MALE CONDOMS, FEMALE CONDOMS, IUDs and INJECTABLE CONTRACEPTIVES**. The total procurement spend for PSB STOCK was **\$9,278,287.00** that is equal to **6.2% of the total spend in 2013**.

Bayer Pharma AG is the vendor that receives the highest amount of procurement value with **\$33,289,548.79** equal to **22.1% of the total procurement value**.

²SUBDERMAL IMPLANTS, INJECTABLES CONTRACEPTIVES, FEMALE CONDOMS, MALE CONDOMS, PROGESTAGEN ONLY PILLS.

Spend analysis

Overview

For the year 2013, UNFPA’s contraceptive offer is composed by **34 ITEMS³** grouped in **9 SUB-CATEGORIES**.

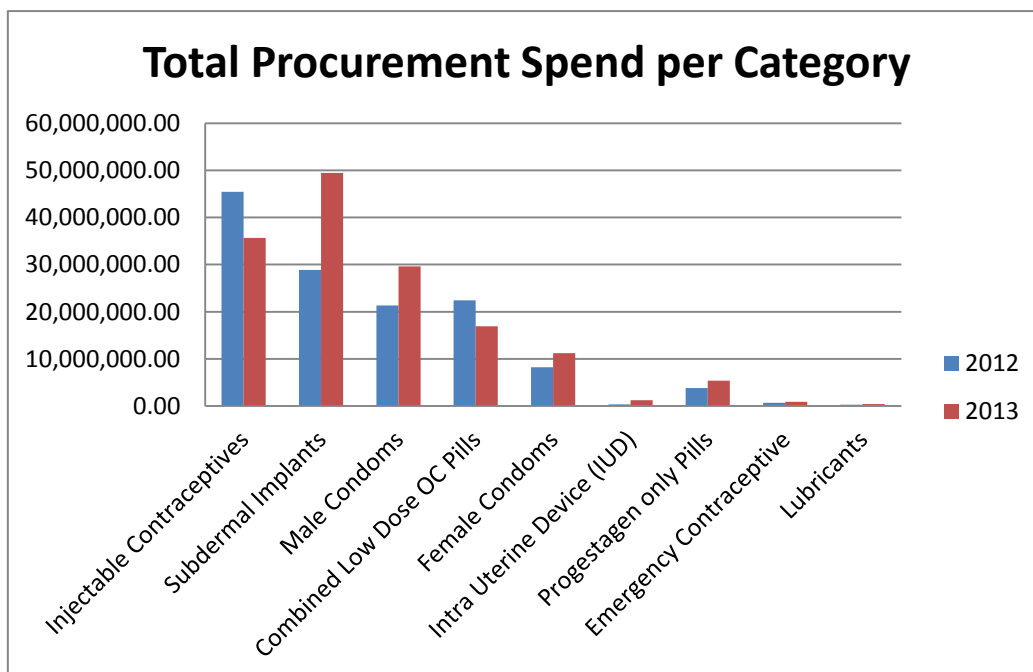
Table 1: All Contraceptive Categories 2013

Contraceptive Categories 2013
Injectable Contraceptives
Subdermal Implants
Male Condoms
Combined Low Dose OC Pills
Female Condoms
Intra Uterine Device (IUD)
Progestagen only Pills
Emergency Contraceptive
Lubricants

Compared to 2012, **5 ITEMS are not offered anymore** while **6 NEW ITEMS** have been added to the offer.

In 2013 the number of CATEGORIES remains the same as in 2012.

Figure 1: Total procurement spend by categories 2012-2013



The total procurement spend for 2013 is **\$150,775,375.97** for a total of **991 orders**.

³ Complete list of ITEMS available in the appendixes

Table 2: Total Procurement Spend and Number of POs by Category

CATEGORY	PROCUREMENT SPENT (USD)	NUMBER OF ORDERS
Injectable Contraceptives	\$35,685,717.13	275
Subdermal Implants	\$49,467,076.28	171
Male Condoms	\$29,639,764.20	145
Combined Low Dose OC Pills	\$16,928,094.45	125
Female Condoms	\$11,200,510.00	81
Intra Uterine Device (IUD)	\$1,203,255.64	57
Progestagen only Pills	\$5,354,723.71	58
Emergency Contraceptive	\$889,817.50	43
Lubricants	\$406,417.06	36
Grand Total	\$150,775,375.97	991

The total number of orders has **increased by 13.6%** (from 872 orders in 2012 to 991 in 2013) while the total procurement spend has **increased by a remarkable 20%**.

Figure 2: Variation in the total number of POs by category

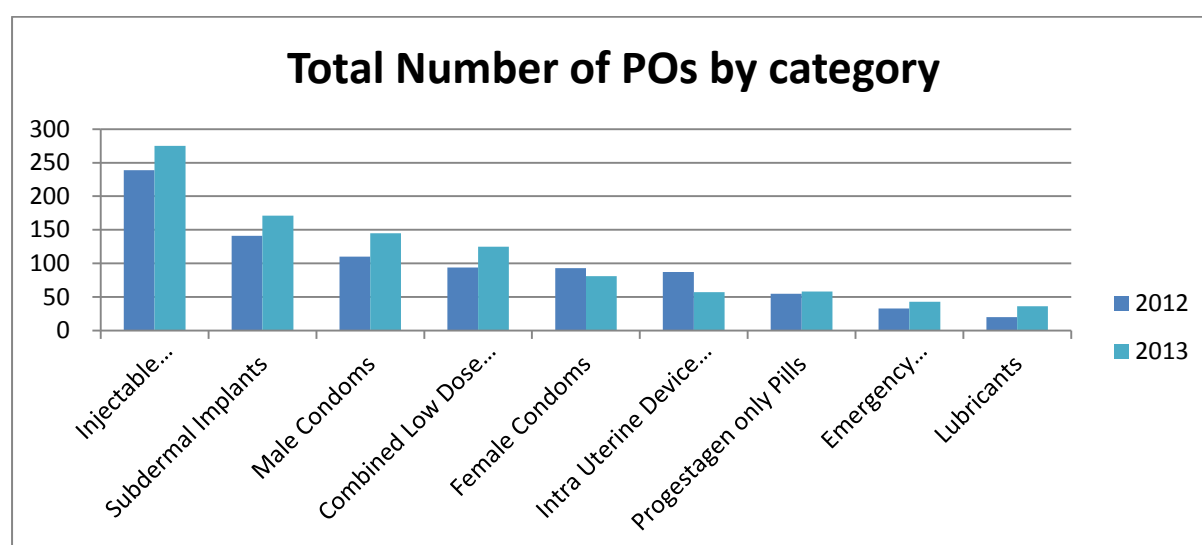


Table 3: Year on year variation of total number of items, procurement spend, number of POs, average PO value and average frequency of POs per year

	2012	2013	VARIATION YEAR ON YEAR
Total number of items	33	34	3%
Total procurement spend	\$125,671,235.57	\$150,775,375.97	20%
Total number of POs	872	991	13.6%
Average PO value	\$144,188.39	\$152,144.68	5.5%

By Item

The item with the **highest procurement spend is CONDOM 53 STANDARD, with \$26,726,454.00, equal to 17.7% of the total spend in 2013.** In 2012 the item with the highest procurement spend was IMPLANON with \$25,388,100.00 that was equal to 20% of the total spend in 2012. In 2013 IMPLANON is the second item with highest procurement, with \$25,396,776.28 – almost the same value as the previous year.

Table 4: Year on year main values variation for the items with the highest procurement spend

	2012	2013	VARIATION YEAR ON YEAR
Top item	IMPLANON	CONDOM 53 STANDARD	-
Top item spend	\$25,388,100.00	\$26,726,454.00	5.3%
Top item spend in %	20%	17.7%	-11.5%
Top item number POs	56	96	71.4%
Top item number POs %	6%	9.7%	61.7%

The item with the lowest procurement spend in 2013 is CONDOM 54 STANDARD with only \$3,003.00, equal to 0.002% of the total procurement spend. In 2012 the item with the lowest procurement spend was CU375STTYVEK with only \$176.00 that was equal to less than 0.0001% of the total procurement spend. This item does not exist in 2013 anymore, but the second lowest item in terms of procurement is also an IUD, CU375STPOLYMER, with \$4,988.00.

Table 5: Year on year main values variation for the items with the lowest procurement spend

	2012	2013	VARIATION YEAR ON YEAR
Bottom item	CU375STTYVEK	CONDOM 54 STANDARD	-
Bottom item spend	\$176.00	\$3,003.00	1606%
Bottom item spend in %	0.0001%	0.002%	1900%
Bottom item number POs	1	1	0%
Bottom item number POs %	0.1147%	0.1%	-12.8%

The ITEM with the highest number of POs was JADELLE in 2013, with 125 orders, representing 12.6% of the total procurement orders. In 2012 the item with the highest amount of orders was SYRINGESOLO1ML with 107 that are equal to 12% of the total. In 2013 this item was the second in number of orders, after JADELLE, with 118 orders.

Table 6: Year on year main values variation for the items the highest number of POs

	2012	2013	VARIATION YEAR ON YEAR
Item with more POs	SYRIGNESOLO1ML	JADELLE	-
Number of POs	107	125	16.8%
% of total POs	12%	12.6%	5.0%

There were 6 ITEMS with only 1 PO in 2013 (DMPA_PETOGEN, CONDOM53COLOR, CONDOM54STANDARD, CONDOMTHICK, CONDOMOTHER). In 2012 there were also 6 items with only one order (MESIGYNA - FEMALECONDOM3 - CONDOM533IN1RDC - CU375SHPOLYMER - CONDOM53WARMING - CU375STTYVEK).

Table 7: Year on year variation in the number of items with only 1 PO

	2012	2013	VARIATION YEAR ON YEAR
Items with only 1 PO	MESIGYNA - FEMALECONDOM3 - CONDOM533IN1RDC - CU375SHPOLYMER - CONDOM53WARMING - CU375STTYVEK	DMPA_PETOGEN, CONDOM53COLOR, CONDOM54STANDARD, CONDOMTHICK, CONDOMOTHER	-
Number of items with only 1 PO	6	6	0%

By Category

The category with the highest procurement spend was SUBDERMAL IMPLANTS with \$49,467,076.28 and 171 orders, this represents 32.8% in terms of procurement spend and 17.3% of the total number of orders. In 2012 also SUBDERMAL IMPLANTS was the category with the highest spend, with \$50,266,600.00 that was equal to 40% of the total spend in 2012.

Table 8: Year on year main values variation for the category with the highest procurement spend

	2012	2013	VARIATION YEAR ON YEAR
Top category	SUBDERMAL IMPLANTS	SUBDERMAL IMPLANTS	-
Top category spend	\$50,266,600.00	\$49,467,076.28	-1.6%
Top category spend in %	40%	32.8%	-18%
Top category number POs	141	171	21.3%
Top category number POs %	16%	17.3%	8.1%

The category with the lowest procurement spend is LUBRICANTS, with only \$406,417.06 and 36 orders, this represents 0.3% of the total procurement spent and 3.6% of the total number of orders issued in 2013. The category with the lowest procurement spend in 2012 was EMERGENCY CONTRACEPTIVES with \$154,773.44 that was equal to 0.12% of the total procurement spend of 2012.

Table 9: Year on year main values variation for the category with the lowest procurement spend

	2012	2013	VARIATION YEAR ON YEAR
Bottom category	EMERGENCY CONTRACEPTIVE	LUBRICANTS	-
Bottom category spend	\$154,773.44	\$406,417.06	162.6%
Bottom category spend in %	0.12%	0.3%	150%
Bottom category number POs	33	36	9.1%
Bottom category number POs %	3.78%	3.6%	-4.8%

The category with the highest number of POs was **INJECTABLE CONTRACEPTIVES**, with **275 orders**, representing **27.7% of the total orders for 2013**. In 2012 the category with the highest number of POs was also **INJECTABLES CONTRACEPTIVES** with 251 orders that were equal to 29% of the total orders for 2012. The procurement of injectables has increased however from 2012 to 2013 by almost 30% in value and 10% in number of POs.

Table 10: Year on year main values variation for the category with the highest number of POs

	2012	2013	VARIATION YEAR ON YEAR
Category with higher amount of POs	INJECTABLE CONTRACEPTIVES	INJECTABLE CONTRACEPTIVES	
Number of POs	251	275	9.6%
% of POs against total number of POs	29%	27.5%	-5.2%
Value for the POs of the higher category on number of POs	\$27,499,733.14	\$35,685,717.13	29.8%
% of the value of the POs of the higher category against the total procurement value	22%	23.7%	7.7%

The category with the lowest number of POs was **LUBRICANTS**, with only 36 POs, 3.6% of the total number of POs in 2013. In 2012, the category with the lowest number of POs was also **LUBRICANTS** with 20 POs that is equal to only 2% of the total 2012 POs. The procurement of Lubricants has, however, increased from the previous year by almost 13% in terms of value and by 80% in the number of orders.

Table 11: Year on year main value variation for the category with the lowest number of POs

	2012	2013	VARIATION YEAR ON YEAR
Category with lowest amount of POs	LUBRICANTS	LUBRICANTS	-
Number of POs	20	36	80.0%
% of POs against total number of POs	2%	3.6%	80.0%
Value for the POs of the higher category on number of POs	\$360,207.21	\$406,417.06	12.8%
% of the value of the POs of the higher category against the total procurement value	0.29%	0.27%	-6.9%

Subdermal Implants

This category, with \$49,467,076.28 that is equal to 33.8% of the total procurement spend, is the 1st category in terms of procurement spend and it is composed of 2 ITEMS.

IMPLANON, which is procured from MSD OS, with \$25,396,776.28, is the ITEM with the 2nd highest procurement spend. JADELLE, which is procured from BAYER SHERING PHARMA OY, with \$24,070,300.00, is the 3rd ITEM with the highest procurement spend.

Table 12: Subdermal Implants' values by Item

CATEGORY	PRODUCT	PROCUREMENT SPENT (USD)	QUANTITY	NUMBER OF ORDERS	AVERAGE ORDER (USD)
Subdermal Implants	IMPLANON	\$ 25,396,776.28	2,691,550	46	\$552,103.83
	JADELLE	\$ 24,070,300.00	2,831,800	125	\$192,562.40
TOTAL Subdermal Implants		\$ 49,467,076.28	5,523,350	171	\$289,281.15

Subdermal implants are procured in all REGIONS.

Africa is the region which procures the highest amount with \$35,160,307.50 that is equal to 71.1% of the total procurement spend for subdermal implants.

Table 13: Subdermal Implants' values by Region

CATEGORY	REGION	PROCUREMENT SPENT (USD)	QUANTITY	NUMBER OF ORDERS	AVERAGE ORDER (USD)
Subdermal Implants	Africa	\$35,160,307.50	4,083,319	111	\$316,759.53
	ASEA	\$5,026,742.50	551,389	31	\$162,152.98
	Latin America & The Caribbean	\$4,218,294.28	308,986	20	\$210,914.71
	NGO_UK	\$5,061,732.00	579,656	9	\$562,414.67
	TOTAL Subdermal Implants	\$49,467,076.28	5,523,350	171	\$289,281.15

7 out of the top 10 countries per procurement spend in subdermal implants are African countries. Other countries in the top10 are UK, Philippines and the Dominican Republic.

All together, the top 10 countries sum up to \$32,169,736.00 that is equal to 65% of the total procurement spend.

Ethiopia is the country with the highest procurement spend with \$9,213,660.00 that is equal to 18.6% of the total procurement spend in this category.

Table 14: Top 10 countries per procurement spend in "Subdermal Implants"

CATEGORY	COUNTRY NAME	PROCUREMENT SPENT (USD)	QUANTITY	NUMBER OF ORDERS	AVERAGE ORDER (USD)
Subdermal Implants	Ethiopia	\$9,213,660.00	1,083,960	5	\$1,842,732.00
	United Kingdom	\$5,061,732.00	579,656	9	\$562,414.67
	Uganda	\$3,502,272.00	412,032	5	\$700,454.40
	Nigeria	\$3,025,868.00	341,144	8	\$378,233.50
	Zimbabwe	\$2,212,550.00	260,300	7	\$316,078.57
	Burkina Faso	\$2,067,608.00	243,248	5	\$413,521.60
	Malawi	\$1,837,206.00	205,548	5	\$367,441.20
	Philippines	\$1,833,032.00	215,056	4	\$458,258.00
	Madagascar	\$1,765,280.00	207,680	1	\$1,765,280.00
	Dominican Republic	\$1,650,528.00	100,032	1	\$1,650,528.00
TOTAL Subdermal Implants		\$32,169,736.00	3,648,656	50	\$643,394.72

Injectable contraceptive

This category, with \$35,685,717.13 that is equal to 23.7% of the total procurement spend, is the 2nd category in terms of procurement spend and it is composed by 7 ITEMS.

DMPA_DEPO, which is procured from PFIZER, with \$18,757,876.88 is the Injectable contraceptive that is procured the most.

Injectable contraceptives are procured in all regions.

Africa is the region which procures the highest amount with \$22,115,833.13 that is equal to 62% of the total procurement spend for injectable contraceptives.

Table 15: Injectable Contraceptives' values by Region

CATEGORY	REGION	PROCUREMENT SPENT (USD)	QUANTITY	NUMBER OF ORDERS	AVERAGE ORDER (USD)
Injectable Contraceptives	Africa	\$22,115,833.13	42,447,780	159	\$139,093.29
	ASEA	\$4,086,380.00	9,289,600	62	\$65,909.35
	Latin America & The Caribbean	\$7,373,654.00	9,833,925	49	\$150,482.73
	PSB Stock	\$986,100.00	657,400	1	\$986,100.00
	NGO_UK	\$1,123,750.00	1,375,000	4	\$280,937.50
TOTAL Injectable Contraceptives		\$35,685,717.13	63,603,705	275	\$129,766.24

**The figures in the above chart show numbers including the Syringes, needed to administer some of the Injectables. For a breakdown of contraceptive/syringes please see below:*

ITEM	Procurement Spend (USD)	Quantity
Injectable Contraceptives	\$33,444,154.13	36,629,805
Syringes	\$2,241,563	26,973,900
TOTAL	\$35,685,717.13	63,603,705

7 out of the top 10 countries per procurement spend in injectable contraceptives are African countries.

All together, the top 10 countries sum up to \$19,073,183.25 that is equal to 53.4% of the total procurement spend in this category.

Uganda is the country with the highest procurement spend with \$3,696,620.00 that is equal to 10.3% of the total procurement for Injectable Contraceptives.

Table 16: Top 10 countries per procurement spend in "Injectable Contraceptives"

CATEGORY	COUNTRY NAME	PROCUREMENT SPENT (USD)	QUANTITY	NUMBER OF ORDERS	AVERAGE ORDER (USD)
Injectable Contraceptives	Uganda	\$3,696,620.00	6,371,200	14	\$264,044.29
	Nigeria	\$3,375,624.00	6,265,200	12	\$281,302.00
	Madagascar	\$2,695,350.00	3,593,800	4	\$673,837.50
	Ecuador	\$1,954,160.00	1,040,000	3	\$651,386.67
	Guatemala	\$1,556,643.75	2,014,725	5	\$311,328.75
	Zambia	\$1,249,746.00	2,442,800	8	\$156,218.25
	Democratic Republic of Congo	\$1,200,189.50	1,709,525	9	\$133,354.39
	Zimbabwe	\$1,178,600.00	2,840,000	6	\$196,433.33
	United Kingdom	\$1,123,750.00	1,375,000	4	\$280,937.50
	Dominican Republic	\$1,042,500.00	1,500,000	4	\$260,625.00
TOTAL Injectable Contraceptives		\$19,073,183.25	29,152,250	69	\$276,422.95

*The figures in the above chart show numbers including the Syringes, needed to administer some of the Injectables

Male Condoms

This category, with \$29,639,764.20 that is equal to 19.6% of the total procurement spend, is the 3rd category in terms of procurement spend and it is composed by 10 ITEMS.

CONDOM53STANDARD, which can be procured from 14 different suppliers, and with a spend of \$26,726,454.00 is the 1st item in terms of procurement spend and it is the condom that is procured the most.

Table 17: Condoms' values by item

CATEGORY	PRODUCT	PROCUREMENT SPENT (USD)	QUANTITY	NUMBER OF ORDERS	AVERAGE ORDER (USD)
Male Condoms	CONDOM 49 STANDARD	\$969,254.16	249,931	11	\$88,114.01
	CONDOM 53 STANDARD	\$26,726,454.00	6,673,917	96	\$278,400.56
	CONDOM49FLAVORSCEN	\$129,248.20	33,462	7	\$18,464.03
	CONDOM53COLOR	\$5,445.00	1,500	1	\$5,445.00
	CONDOM53DOTTED	\$31,636.00	7,780	2	\$15,818.00
	CONDOM53FLAVORSCEN	\$1,562,490.34	375,713	23	\$67,934.36
	CONDOM53RIBBED	\$23,374.00	5,780	2	\$11,687.00
	CONDOM54STANDARD	\$3,003.00	700	1	\$3,003.00
	CONDOMTHICK	\$7,595.00	1,750	1	\$7,595.00
	CONDOMOTHER	\$181,264.50	34,725	1	\$181,264.50
TOTAL Male Condoms		\$29,639,764.20	7,385,258	145	\$204,412.17

Condoms are procured in all regions.

Africa is the region which procures the highest amount with \$16,134,741.79 that is equal to 54.4% of the total procurement spend in Male Codoms.

Table 18: Condoms' values by Region

CATEGORY	REGION	PROCUREMENT SPENT (USD)	QUANTITY	NUMBER OF ORDERS	AVERAGE ORDER (USD)
Male Condoms	Africa	\$16,134,741.79	3,879,335	40	\$403,368.54
	ASEA	\$3,408,937.79	878,030	49	\$69,570.16
	Latin America & The Caribbean	\$3,019,064.62	764,093	36	\$83,862.91
	PSB Stock	\$6,906,387.00	1,820,800	17	\$406,258.06
	NGO_UK	\$170,633.00	43,000	3	\$56,877.67
TOTAL Male Condoms		\$29,639,764.20	7,385,258	145	\$204,412.17

The procurement spend for PSB in South Africa is the highest in this category with \$7,273,791.00 equal to 24.5% of the total procurement spend of Male Condoms.

Table 19: Top 10 Countries per procurement spend in "Condoms"

CATEGORY	COUNTRY NAME	PROCUREMENT SPENT (USD)	QUANTITY	NUMBER OF ORDERS	AVERAGE ORDER (USD)
Male Condoms	South Africa	\$7,273,791.00	1,656,900	4	\$1,818,447.75
	PSB Stock	\$6,906,387.00	1,820,800	17	\$406,258.06
	Uganda	\$2,232,195.50	562,950	6	\$372,032.58
	Democratic Republic of Congo	\$1,724,928.90	432,126	9	\$191,658.77
	Nigeria	\$1,288,025.68	331,112	2	\$644,012.84
	China	\$1,012,573.33	260,300	3	\$337,524.44
	Mozambique	\$879,350.00	204,500	2	\$439,675.00
	Viet Nam	\$863,580.00	222,000	2	\$431,790.00
	Zambia	\$632,370.00	160,500	1	\$632,370.00
	Haiti	\$535,857.00	135,950	3	\$178,619.00
TOTAL Male Condoms		\$23,349,058.41	5,787,138	49	\$476,511.40

Combine Low Dose OC Pills

This category, with \$16,928,094.45 that is equal to 11.2% of the total procurement spend, is the 4th category in terms of procurement spend and it is composed by 4 ITEMS.

MICROGYNON30, which is procured from BAYER SHERING PHARMA AG, with \$15,078,177.54, is the 5th highest procurement spend item.

Table 20: Combine Low Dose OC Pills values by item

PRODUCT	PROCUREMENT SPENT (USD)	QUANTITY	NUMBER OF ORDERS	AVERAGE ORDER (USD)
DAISY30	\$44,100.00	60,000	1	\$44,100.00
MARVELON28	\$1,702,946.91	2,460,242	6	\$283,824.49
MICROGYNON30	\$15,078,177.54	55,845,102	115	\$131,114.59
ZINNIA	\$102,870.00	457,200	3	\$34,290.00
TOTAL Combined Low Dose OC pills	\$16,928,094.45	58,822,544	125	\$135,424.76

Combined low dose OC pills are procured in all regions.

ASEA is the region which procures the highest amount with \$7,127,538.19 that is equal to 42.1% of the total procurement spend.

Table 21: Combine Low Dose OC Pills' values by Region

CATEGORY	REGION	PROCUREMENT SPENT (USD)	QUANTITY	NUMBER OF ORDERS	AVERAGE ORDER (USD)
Combined Low Dose OC Pills	Africa	\$6,914,981.63	25,591,599	58	\$119,223.82
	ASEA	\$7,127,538.19	23,938,076	41	\$173,842.39
	Latin America & The Caribbean	\$2,581,824.63	8,167,869	25	\$103,272.99
	NGO_UK	\$303,750.00	1,125,000	1	\$303,750.00
TOTAL Combined Low Dose OC Pills		\$16,928,094.45	58,822,544	125	\$135,424.76

7 out of 10 of the top 10 countries per procurement spend in combined low dose OC pills are African countries.

All together, the top 10 countries sum up to \$9,970,431.13 that is equal to 58.9% of the procurement of Combined Low Dose OC Pills.

Philippines are the country with the highest procurement spend with \$2,112,807.20 equal to 24,3% of the total procurement of Combine Low Dose OC Pills.

Table 22: Top 10 Countries per procurement spend in "Combine Low Dose OC Pills"

CATEGORY	COUNTRY NAME	PROCUREMENT SPENT (USD)	QUANTITY	NUMBER OF ORDERS	AVERAGE ORDER (USD)
Combined Low Dose OC Pills	Philippines	\$2,422,807.20	8,973,360	6	\$403,801.20
	Yemen	\$1,877,955.84	6,955,392	2	\$938,977.92
	Ethiopia	\$1,038,873.60	3,847,680	3	\$346,291.20
	Mozambique	\$959,364.00	3,553,200	4	\$239,841.00
	Sudan	\$ 955,048.48	1,377,540	1	\$955,048.48
	Cameroon	\$702,172.80	2,600,640	6	\$117,028.80
	Venezuela	\$572,700.00	830,000	1	\$572,700.00
	Nigeria	\$486,000.00	1,800,000	1	\$486,000.00
	Madagascar	\$483,667.20	1,791,360	1	\$483,667.20
	Democratic Republic of Congo	\$471,842.01	1,747,563	3	\$157,280.67
TOTAL Combined Low Dose OC Pills		\$9,970,431.13	33,476,735	28	\$356,086.83

Female Condoms

This category, with \$11,200,510.00 that is equal to 7.4% of the total procurement spend, is 5th category in terms of procurement spend and it is composed of only 1 ITEM, FEMALECONDOM2, which is procured from THE FEMALE HEALTH COMPANY. Female Condom is the 5th ITEM in terms of procurement spend.

Table 23: Female Condoms' values by Items

CATEGORY	PRODUCT	PROCUREMENT SPENT (USD)	QUANTITY	NUMBER OF ORDERS	AVERAGE ORDER (USD)
Female Condoms	FEMALECONDOM2	\$11,200,510.00	20,962,000	81	\$138,277.90
TOTAL Female Condoms		\$11,200,510.00	20,962,000	81	\$138,277.90

Female condoms are procured in all regions.

Africa is the region which procures the highest amount \$8,359,155.00 that is equal to 74.6% of the total procurement spend for Female Condoms.

Table 24: Female Condoms' values by Region

CATEGORY	REGION	PROCUREMENT SPENT (USD)	QUANTITY	NUMBER OF ORDERS	AVERAGE ORDER (USD)
Female Condoms	Africa	\$8,359,155.00	15,849,000	43	\$194,398.95
	ASEA	\$361,290.00	647,000	14	\$25,806.43
	Latin America & The Caribbean	\$882,565.00	1,566,000	20	\$44,128.25
	PSB Stock	\$1,320,000.00	2,400,000	3	\$440,000.00
	NGO_UK	\$277,500.00	500,000	1	\$277,500.00
TOTAL Female Condoms		11,200,510.00	20,962,000	81	\$138,277.90

8 out of the top 10 countries per procurement spend in injectable contraceptives are Africans.

All together, the top 10 countries sum up to \$9,557,875.00 that is equal to 85.3% of the total procurement spend in this category.

Nigeria is the country with the highest spend with \$2,836,605.00 equal to 25.3% of the total procurement spend for Female Condoms.

Table 25: Top 10 Countries per procurement spend in "Female Condoms"

CATEGORY	COUNTRY NAME	PROCUREMENT SPENT (USD)	QUANTITY	NUMBER OF ORDERS	AVERAGE ORDER (USD)
Female Condoms	Nigeria	\$2,836,605.00	5,111,000	4	\$709,151.25
	Uganda	\$1,665,000.00	3,000,000	1	\$1,665,000.00
	PSB Stock	\$1,320,000.00	2,400,000	3	\$440,000.00
	Democratic Republic of Congo	\$1,037,295.00	1,869,000	7	\$148,185.00
	Mozambique	\$555,000.00	1,000,000	2	\$ 277,500.00
	Kenya	\$416,250.00	750,000	1	\$416,250.00
	Central African Republic	\$323,010.00	582,000	1	\$323,010.00
	Ecuador	\$287,500.00	500,000	1	\$287,500.00
	Malawi	\$284,715.00	513,000	2	\$142,357.50
	Madagascar	\$277,500.00	500,000	1	\$277,500.00
Viet Nam	\$277,500.00	500,000	1	\$277,500.00	
United Kingdom	\$277,500.00	500,000	1	\$ 277,500.00	
TOTAL Female Condoms		\$9,557,875.00	17,225,000	25	\$382,315.00

Progestagen Only Pills

This category, with \$5,354,723.71 that is equal to 3.5% of the total procurement spend, is the 6th category in terms of procurement spend and it is composed by 2 ITEMS.

MICROLUT35, which is procured from BAYER SHERING PHARMA AG, with \$4,221,489.00, is the Progestagen only pill that is procured the most.

Table 26: Progestagen Only Pills' values by Item

CATEGORY	PRODUCT	PROCUREMENT SPENT (USD)	QUANTITY	NUMBER OF ORDERS	AVERAGE ORDER (USD)
Progestagen only Pills	EXLUTON	\$1,133,234.71	2,746,711	8	\$141,654.34
	MICROLUT35	\$4,221,489.00	14,071,630	50	\$84,429.78
TOTAL Progestagen only Pills		\$5,354,723.71	16,818,341	58	\$92,322.82

Progestagen only pills are procured in all regions.

Africa is the region which procures the highest amount with \$2,859,953.21 that is equal to 53.4% of the total spend in Progestagen Only Pills and 3% of the total procurement spend in Africa region.

Table 27: Progestagen Only Pills' values by region

CATEGORY	REGION	PROCUREMENT SPENT (USD)	QUANTITY	NUMBER OF ORDERS	AVERAGE ORDER (USD)
Progestagen only Pills	Africa	\$2,859,953.21	9,175,168	36	\$ 79,443.14
	ASEA	\$2,123,138.60	6,624,400	15	\$141,542.57
	Latin America & The Caribbean	\$341,631.30	918,771	6	\$56,938.55
	NGO_UK	\$30,000.60	100,002	1	\$30,000.60
TOTAL Progestagen only Pills		\$5,354,723.71	16,818,341	58	\$92,322.82

8 out of the top 10 countries per procurement spend in Progestagen Only Pills contraceptives are Africans.

All together, the top 10 countries sum up to \$4,616,226.13 that is equal to 86.2% of the total procurement spend in this category.

Yemen is the country with the highest procurement spend with \$1,395,338.40 equal to 26% of the total procurement spend for Progestagen Only Pills.

Table 28: Top 10 countries per procurement spend in "Progestagen Only Pills"

CATEGORY	COUNTRY NAME	PROCUREMENT SPENT (USD)	QUANTITY	NUMBER OF ORDERS	AVERAGE ORDER (USD)
Progestagen only Pills	Yemen	\$1,395,338.40	4,651,128	2	\$697,669.20
	Democratic Republic of Congo	\$855,497.56	2,624,841	6	\$142,582.93
	Mozambique	\$855,360.00	2,851,200	6	\$142,560.00
	Sudan	\$321,858.20	778,752	1	\$321,858.20
	Chad	\$251,640.00	838,800	2	\$125,820.00
	Niger	\$246,024.00	820,080	2	\$123,012.00
	Venezuela	\$246,000.00	600,000	1	\$246,000.00
	Syrian Arab Republic	\$173,586.00	420,000	1	\$173,586.00
	Central African Republic	\$135,921.97	328,870	1	\$135,921.97
	South Sudan	\$135,000.00	450,000	1	\$135,000.00
TOTAL Progestagen only Pills		\$4,616,226.13	14,363,671	23	200,705.48

Intra Uterine Device (IUD)

This category, with \$1,203,255.64 that is equal to 0.8% of the total procurement spend, is the 7th category in terms of procurement spend and it is composed by 4 ITEMS.

CUT380APOLYMER, which is procured from 4 different suppliers, with \$696,112.81 is the 20th item in terms of procurement spend and it is the intra uterine device that is procured the most.

Table 29: Intra Uterine Devices' values by Items

CATEGORY	PRODUCT	PROCUREMENT SPENT (USD)	QUANTITY	NUMBER OF ORDERS	AVERAGE ORDER (USD)
Intra Uterine Device (IUD)	CU375SHPOLYMER	\$30,868.13	30,750	2	\$15,434.07
	CU375STPOLYMER	\$4,988.00	14,500	2	\$ 2,494.00
	CUT380A	\$471,286.70	1,480,352	14	\$33,663.34
	CUT380APOLYMER	\$696,112.81	2,140,242	39	\$17,849.05
TOTAL Intra Uterine Device (IUD)		\$1,203,255.64	3,665,844	57	\$21,109.75

Intra uterine devices are procured in all regions.

ASEA is the region which procures the highest amount with \$508,175.47 that is equal to 42.2% of the procurement spend of IUDs.

Table 30: Intra Uterine Devices' values by Region

CATEGORY	REGION	PROCUREMENT SPENT (USD)	QUANTITY	NUMBER OF ORDERS	AVERAGE ORDER (USD)
Intra Uterine Device (IUD)	Africa	\$101,670.42	331,676	20	\$5,083.52
	ASEA	\$508,175.47	1,513,561	19	\$26,746.08
	Latin America & The Caribbean	\$179,029.75	568,607	13	\$13,771.52
	PSB Stock	\$65,800.00	200,000	1	\$ 65,800.00
	NGO_UK	\$348,580.00	1,052,000	4	\$ 87,145.00
TOTAL Intra Uterine Device (IUD)		\$1,203,255.64	3,665,844	57	\$21,109.75

4 out of the top 10 countries per procurement spend in injectable contraceptives are in ASEA region.

All together, the top 10 countries sum up to \$1,040,851.14 that is equal to 86.5% of the procurement spend for Intra Uterine Devices.

United Kingdom is the country with the highest spend with \$348,580.00 equal to 28.9% of the procurement spend for Intra Uterine Devices.

Table 31: Top 10 countries per procurement spend in "Intra Uterine Devices"

CATEGORY	COUNTRY NAME	PROCUREMENT SPENT (USD)	QUANTITY	NUMBER OF ORDERS	AVERAGE ORDER (USD)
Intra Uterine Device (IUD)	United Kingdom	\$348,580.00	1,052,000	4	\$87,145.00
	Uzbekistan	\$254,400.00	800,000	2	\$127,200.00
	Yemen	\$146,510.14	431,459	3	\$48,836.71
	Venezuela	\$98,700.00	300,000	1	\$98,700.00
	PSB Stock	\$65,800.00	200,000	1	\$65,800.00
	Tajikistan	\$32,865.00	105,000	1	\$32,865.00
	Jamaica	\$25,000.00	100,000	1	\$25,000.00
	Uganda	\$24,486.00	77,000	1	\$24,486.00
	Bolivia	\$22,260.00	70,000	1	\$22,260.00
	Mongolia	\$22,250.00	85,000	3	\$7,416.67
TOTAL Intra Uterine Device (IUD)		\$1,040,851.14	3,220,459	18	\$57,825.06

Emergency Contraceptives

This category, with a procurement spend of \$889,817.50, 0.6% of the total procurement spend in 2013, is one of the categories with the lowest procurement spend and it is composed by 2 ITEMS.

Escapel, which is procured from FARMAPLUS V N, is the emergency contraceptive that is procured the most. The expenditure for Escapel is \$353,535.00 which represents 39.7% of the total spend in Emergency Contraceptives.

Table 32: Emergency contraceptives values by item

CATEGORY	PRODUCT	PROCUREMENT SPENT (USD)	QUANTIT Y	NUMBER OF ORDERS	AVERAGE ORDER (USD)
Emergency Contraceptive	NORLEVO_1.5	\$336,377.50	482,953	25	\$13,455.10
	POSTINOR2	\$199,905.00	730,500	15	\$13,327.00
	Escapel	\$353,535.00	144,300	3	\$117,845.00
TOTAL Emergency Contraceptive		\$889,817.50	1,357,753	43	\$20,693.43

Emergency contraceptives are procured in all regions.

LAC is the region which procures the highest amount with \$460,577.00 that is equal to 51.8% of the procurement spend for Emergency Contraceptives.

Table 33: Emergency contraceptives' values by Region

CATEGORY	REGION	PROCUREMENT SPENT (USD)	QUANTITY	NUMBER OF ORDERS	AVERAGE ORDER (USD)
Emergency Contraceptive	Africa	\$333,085.70	828,053	23	\$14,481.99
	ASEA	\$22,162.00	43,960	9	\$2,462.44
	Latin America & The Caribbean	\$460,577.00	348,260	8	\$57,572.13
	NGO_UK	\$73,992.80	137,480	3	\$24,664.27
TOTAL Emergency Contraceptive		\$889,817.50	1,357,753	43	\$20,693.43

3 of the top 10 countries are from the LAC region. All together, the top 10 countries sum up to \$806,218.90 that is equal to 90.6% of the procurement spend in Emergency Contraceptives.

Ecuador is the country with the highest spend with \$353,535.00 equal to 39.7% of the procurement spend for Emergency Contraceptives.

Table 34: Top 10 Countries per procurement spend in "Emergency Contraceptives"

CATEGORY	COUNTRY NAME	PROCUREMENT SPENT (USD)	QUANTITY	NUMBER OF ORDERS	AVERAGE ORDER (USD)
Emergency Contraceptive	Ecuador	\$353,535.00	144,300	3	\$117,845.00
	Tanzania	\$87,750.00	351,000	1	\$87,750.00
	United Kingdom	\$73,992.80	137,480	3	\$24,664.27
	South Sudan	\$70,056.00	100,080	2	\$ 35,028.00
	Democratic Republic of Congo	\$47,763.10	68,233	3	\$15,921.03
	Bolivia	\$45,192.00	64,560	1	\$45,192.00
	Venezuela	\$42,000.00	60,000	1	\$ 42,000.00
	Ethiopia	\$33,480.00	91,800	2	\$16,740.00
	Malawi	\$31,450.00	125,800	3	\$ 10,483.33
	Senegal	\$21,000.00	30,000	1	\$ 21,000.00
TOTAL Emergency Contraceptive		\$806,218.90	1,173,253	20	\$ 40,310.95

Lubricants

The total procurement spend for lubricants is \$406,417.06, which represents only 0.3% of the total procurement spend in 2013. This is the category with the lowest procurement spend. This category, is composed by 3 ITEMS, but due to the low procurement spend and to the similarity between the single ITEMS, in this report they are going to be considered as 1.

Table 35: Lubricants values' by Items

CATEGORY	PRODUCT	PROCUREMENT SPENT (USD)	QUANTITY	NUMBER OF ORDERS	AVERAGE ORDER (USD)
Lubricants	LUBRICANTWATER	\$406,417.06	124,250	36	\$11,289.36
TOTAL Lubricants		\$406,417.06	124,250	36	\$11,289.36

Intra uterine devices are procured in Africa, ASEA and LAC regions.

ASEA is the region which procures the highest amount with \$205,217.04 that is equal to 39.6% of the procurement spend for Lubricants.

Table 36: Lubricants' values by Region

CATEGORY	REGION	PROCUREMENT SPENT (USD)	QUANTITY	NUMBER OF ORDERS	AVERAGE ORDER (USD)
Lubricants	Africa	\$82,942.51	3,653	6	\$13,823.75
	ASEA	\$205,217.04	43,323	12	\$17,101.42
	Latin America & The Caribbean	\$118,257.51	77,274	18	\$6,569.86
TOTAL Lubricants		\$406,417.06	124,250	36	\$11,289.36

2 out of 10 countries in the top10 are countries in the ASEA region. The top 10 countries have a total procurement spend of \$392,101.66, which represents 96.5% of the procurement spend for Lubricants. China is the country with the highest procurement spend with \$175,436.61 equal to 43.2% of the total procurement spend for Lubricants.

Table 37: Top 10 countries per procurement spend in "Lubricants"

CATEGORY	COUNTRY NAME	PROCUREMENT SPENT (USD)	QUANTITY	NUMBER OF ORDERS	AVERAGE ORDER (USD)
Lubricants	China	\$175,436.61	7,773	3	\$58,478.87
	South Africa	\$45,140.00	2,000	1	\$45,140.00
	Niger	\$36,834.24	1,632	1	\$36,834.24
	Cuba	\$32,710.95	6,945	1	\$32,710.95
	Ecuador	\$29,070.16	1,288	1	\$29,070.16

	Uruguay	\$28,077.08	1,244	1	\$28,077.08
	El Salvador	\$22,048.12	67,116	2	\$11,024.06
	Myanmar	\$11,285.00	500	1	\$11,285.00
	Tajikistan	\$6,771.00	300	1	\$6,771.00
	Bosnia and Herzegovina	\$4,728.50	100	2	\$2,364.25
TOTAL Lubricants		\$392,101.66	88,898	14	\$28,007.26

By Country

The country with the highest procurement spend was **UGANDA** with a total procurement spend of **\$11,120,573.50**, equal to **7.4%** of the total spend in 2013. In 2012 the country with the highest procurement spend was ETHIOPIA with \$15,203,607.55, equal to 12% of the total spend in 2012. Ethiopia is in 2013 the third country in terms of procurement spend, after Uganda and Nigeria. There is a significant change in the procurement share of the highest country, meaning that the procurement spend is now more disperse.

Table 38: Year On year main values variation for the country with the highest procurement spend

	2012	2013	VARIATION YEAR ON YEAR
Top Country	Ethiopia	Uganda	-
Top Country spend	\$15,203,607.55	\$11,120,573.50	-26.9%
Top country spend %	12%	7.4%	-38.3%
Top country number POs	14	27	92.9%
Top country % of POs from total POs	2%	2.7%	35.0%

The country with the lowest procurement was **BANGLADESH**, with only \$2,850, equal to 0.002% of the total procurement. In 2012 the country with the lowest procurement was **TURKMENISTAN** with only \$4,046.00, equal to 0.003% of the total. We do not see significant changes in the procurement share of the country with the lowest procurement.

Table 39: Year on year main values variation for the country with the lowest procurement spend

	2012	2013	VARIATION YEAR ON YEAR
Bottom Country	Turkmenistan	Bangladesh	-
Bottom Country spend	\$4,046.00	\$2,850	-29.6%
Bottom country spend %	0.003%	0.002%	-33.3%
Bottom country number POs	2	1	-50.0%
Bottom country % of POs from total POs	0.2%	0.1%	-50.0%

The country with the highest number of POs was **DEMOCRATIC REPUBLIC OF CONGO** WITH **47 POs**, equal to **4.7%** of the total. In 2012 the top country in number of POs was **NIGERIA** with 40 POs, equal to 5% of the total. Nigeria is in 2013 the second country in number of POs, with 28 POs.

Table 40: Year on year main values variation for the country with the highest number of POs

	2012	2013	VARIATION YEAR ON YEAR
Country with more POs	Nigeria	Democratic Republic of Congo	
Number of POs	40	47	17.5%
POs %	5%	4.7%	-6.0%
POs spend	12,253,103.64	6,636,010.07	-45.8%
POs spend %	10%	4.4%	-56.0%

The countries with only 1 PO were 8: Ghana, Egypt, Costa Rica, Denmark, Eritrea, Mexico, Georgia and Bangladesh. In 2012 there were 12 countries with only one PO and in 2011 there were 23. We see a significant decrease on the number of countries with only 1 PO placed.

Table 41: Year on year variation in the number of countries with only 1 PO

	2012	2013	VARIATION YEAR ON YEAR
Countries with only 1 PO placed during the year	Liberia – Ukraine – Moldova – Tunisia – Oman – Morocco – Mauritius – Argentina – Guyana – USA- Kazakhstan - Serbia	Ghana – Egypt - Costa Rica - Denmark – Eritrea - Mexico - Georgia - Bangladesh	
Number of countries with only 1 PO	12	8	- 66.6%

By Region

The region with the highest procurement spend and the highest number of POs was AFRICA with \$92,062,670.89, equal to 61% of the total procurement spend for 2013 and 496 POs, equal to 50% POs.

Table 42: Total Procurement Spend and Number of POs by Region

REGION	PROCUREMENT SPEND (USD)	NUMBER OF POs
Africa	\$ 92,062,670.89	496
ASEA	\$ 22,869,581.59	252
LAC	\$ 19,174,898.09	195
PSB Stock	\$ 9,278,287.00	22
Grand Total	\$ 150,775,375.97	991

In 2012 the region with the highest procurement spend and the highest number of POs was also AFRICA with \$85,427,006.85, equal to 68% of the total procurement spend for 2012 and 400 POs equal to 46% of the total. The total expenditure in Africa has increased by 7.7% and the number of POs by 24%.

Table 43: Year on year main values variation in the region with the highest procurement spend

	2012	2013	VARIATION YEAR ON YEAR
Top Region	Africa	Africa	-
Top region spend	\$85,427,006.85	\$92,062,670.89	7.7%
Top region spend %	61%	68%	-
Top region number POs	496	400	24%
Top region number POs %	50%	46%	-

The region with the lowest procurement spend was LAC (Latin America and the Caribbean) with \$19,174,898.09, equal to 12,7% of the total procurement expenditure and 195 POs, equal to 19,7% of the total number of POs. In 2012, LAC was also the region with the lowest procurement, with \$10,564,706.47, equal to 8% of the total and 127 POs equal to 15% of the total. Compared to 2012, we see an increase of the total procurement in LAC of 81.3% in value and of 53.5% in the number of POs.

Table 44: Year on year main value variation for the region with the lowest procurement spend

	2012	2013	VARIATION YEAR ON YEAR
Bottom Region	LAC	LAC	-
Bottom region spend	\$10,564,706.47	\$19,174,898.09	81,3%
Bottom region spend %	8%	12.7%	-
Bottom region number POs	127	195	53,5%
Bottom region number POs %	15%	19.7%	-

Africa

Africa is the Region with the highest overall procurement spend and it is also the region with the highest procurement spend in 5 out of 9 categories⁴. Together, **the 2 top spending categories, SUBDERMAL IMPLANTS AND INJECTABLES CONTRACEPTIVES** sum up to 40% of the total procurement spend in Africa in 2013.

Table 45: Africa procurement spend breakdown by category

CATEGORY	PROCUREMENT SPENT (USD)	QUANTITY	NUMBER OF ORDERS	AVERAGE ORDER (USD)
Injectable Contraceptives	\$4,086,380.00	9,289,600	62	\$65,909.35
Subdermal Implants	\$5,026,742.50	551,389	31	\$162,152.98
Male Condoms	\$3,408,937.79	878,030	49	\$69,570.16
Combined Low Dose OC Pills	\$7,127,538.19	23,938,076	41	\$173,842.39
Female Condoms	\$361,290.00	647,000	14	\$25,806.43
Intra Uterine Device (IUD)	\$508,175.47	1,513,561	19	\$26,746.08
Progestagen only Pills	\$2,123,138.60	6,624,400	15	\$141,542.57
Emergency Contraceptive	\$22,162.00	43,960	9	\$2,462.44
Lubricants	\$205,217.04	43,323	12	\$17,101.42
Grand Total	\$22,869,581.59	43,529,339	252	\$90,752.31

⁴SUBDERMAL IMPLANTS, INJECTABLES CONTRACEPTIVES, FEMALE CONDOMS, MALE CONDOMS, PROGESTAGEN ONLY PILLS.

ASEA

ASEA is the region with the 2nd highest overall procurement spend and it is also the region with the highest spend in 3 out of 9 categories⁵. The top2 categories, Injectables and Implants, represent 60% of the total procurement spend in ASEA region.

Table 46: ASEA procurement spend breakdown by category

CATEGORY	PROCUREMENT SPENT (USD)	QUANTITY	NUMBER OF ORDERS	AVERAGE ORDER (USD)
Injectable Contraceptives	\$4,086,380.00	9,289,600	62	\$65,909.35
Subdermal Implants	\$5,026,742.50	551,389	31	\$162,152.98
Male Condoms	\$3,408,937.79	878,030	49	\$69,570.16
Combined Low Dose OC Pills	\$7,127,538.19	23,938,076	41	\$173,842.39
Female Condoms	\$361,290.00	647,000	14	\$25,806.43
Intra Uterine Device (IUD)	\$508,175.47	1,513,561	19	\$26,746.08
Progestagen only Pills	\$2,123,138.60	6,624,400	15	\$141,542.57
Emergency Contraceptive	\$22,162.00	43,960	9	\$2,462.44
Lubricants	\$205,217.04	43,323	12	\$17,101.42
Grand Total	\$22,869,581.59	43,529,339	252	\$90,752.31

⁵ COMBINED LOW DOSE OC PILLS – INTRA UTERINE DEVICES - LUBRICANTS

LAC

LAC is the region with the lowest overall procurement spend, representing 12.7% of the total procurement spend. LAC is the region with the highest procurement spend in 1 out of 9 categories, Emergency Contraceptives.

Table 47: LAC procurement spend breakdown by category

CATEGORY	PROCUREMENT SPENT (USD)	QUANTITY	NUMBER OF ORDERS	AVERAGE ORDER (USD)
Injectable Contraceptives	\$7,373,654.00	9,833,925	49	\$150,482.73
Subdermal Implants	\$4,218,294.28	308,986	20	\$210,914.71
Male Condoms	\$3,019,064.62	764,093	36	\$ 83,862.91
Combined Low Dose OC Pills	\$2,581,824.63	8,167,869	25	\$103,272.99
Female Condoms	\$882,565.00	1,566,000	20	\$44,128.25
Intra Uterine Device (IUD)	\$179,029.75	568,607	13	\$13,771.52
Progestagen only Pills	\$341,631.30	918,771	6	\$56,938.55
Emergency Contraceptive	\$460,577.00	348,260	8	\$57,572.13
Lubricants	\$ 118,257.51	77,274	18	\$6,569.86
Grand Total	\$19,174,898.09	22,553,785	195	\$98,332.81

PSB STOCK Input

For the year 2012, PSB STOCK was composed by 3 ITEMS each belonging to a different CATEGORY, CONDOMS, IUDs and Reproductive Health Kits. The total procurement spend for PSB STOCK was \$ 8,917,399.17 that is equal to 7% of the total spend in 2012.

In 2013 UNFPA added one category to the stock, Injectable Contraceptives which represented 10.6% of the total stock. **The total procurement spend for stock in 2013 was \$9,278,287.00, 4% more than in 2012.**

Table 48: PSB Stock spend breakdown by category

CATEGORY	PROCUREMENT SPENT (USD)	QUANTITY	NUMBER OF ORDERS	AVERAGE ORDER (USD)
Injectable Contraceptives	\$986,100.00	657,400	1	\$986,100.00
Male Condoms	\$6,906,387.00	1,820,800	17	\$406,258.06
Female Condoms	\$1,320,000.00	2,400,000	3	\$440,000.00
Intra Uterine Device (IUD)	\$65,800.00	200,000	1	\$65,800.00
Grand Total	\$9,278,287.00	5,078,200	22	\$421,740.32

The procurement spend in stock has increased by 4% from 2012 to 2013 and the number of POs has increased by almost 30%, going from 17 in 2012 to 22 in 2013.

Table 49: PSB STOCK year on year main values variation

	2012	2013	VARIATION YEAR ON YEAR
Spent	8,917,399.17	\$9,278,287.00	4%
% of total procurement spent	7%	6,1%	-
Number of POs	17	22	29,4%
% of total number of POs	2%	2,2%	-

The ITEM with the highest procurement spend both in 2012 and 2013 was CONDOM 53 STANDARD with \$6,169,595.32 in 2012 and \$6,906,387.00 in 2013, increasing by 12%. The procurement of Male Condoms represents the 74.7% of all the procurement for PSB stocks.

In 2013 the category with the lowest procurement spend was Intra Uterine Device (IUD) with \$65,800, equal to 0.7% of the PSB Stock. In 2012 the ITEM with the lowest procurement spend was also IUDs with \$68,000.00, equal to 0.23% of the stock spend.

Output

Total shipments from PSB Stock in 2013 were for a total value of \$13,170,318. This includes shipments from Stock of Male Condoms, Female Condoms, IUDs and RHKits. 53% of this was shipped to the top ten countries mentioned below. Nigeria, DRC and NGOs were the three locations where more PSB Stock commodities were sent in 2013.

Table 50: Top 10 countries purchasing PSB Stock

Country	Grand Total
Nigeria	\$1,179,408
Congo, The Democratic Republic	\$1,172,094
NGO	\$1,022,192
Syrian Arab Republic	\$683,514
Sudan	\$562,735
UN	\$548,425
Papua New Guinea	\$520,615
Central African Republic	\$456,957
Philippines	\$430,829
South Sudan	\$421,693
Grand Total	\$6,998,462

Now we are going to look into the specific categories where PSB holds Stock and look into detail on the top 10 countries that procured the most each of the categories.

In total \$6,246,830 and 1,601,605 grosses of male condoms were shipped from Stock in 2013. Out of this 72% were sent to the top 10 countries. Nigeria and DRC were the countries that ordered most Male Condoms from Stock.

Table 51: Top 10 countries purchasing Condoms 53 from STOCK

Country	Quantity (Grosses)	Value (USD)
Nigeria	281,450	\$1,097,609
Congo, The Democratic Republic	210,700	\$813,036
NGO	150,350	\$582,981
Papua New Guinea	134,200	\$520,615
Lesotho	93,000	\$359,343
Zambia	75,000	\$297,877
Central African Republic	69,700	\$276,033
Malawi	59,575	\$234,219
Mauritania	43,000	\$165,893
Cote D'Ivoire	38,200	\$151,283
Grand Total	1,155,175	\$4,498,890

In total \$355,495 and 643,000 grosses of Female Condoms were shipped from Stock in 2013. 99.8% were shipped to the top 10 countries. Mozambique was the country where more Female Condoms from Stock were shipped, 47% of the total.

Table 52: Top 10 countries ordering Female Condoms from STOCK

Country	Quantity (Grosses)	Value (USD)
Mozambique	300,000	\$165,810
NGO	213,000	\$117,832
Malawi	62,000	\$34,267
Kenya	26,000	\$14,370
Philippines	10,000	\$5,527
Angola	10,000	\$5,527
Tanzania	7,000	\$3,869
Kuwait	5,000	\$2,764
Nigeria	5,000	\$2,764
Bahamas	4,000	\$2,213
Grand Total	642,000	\$354,942

A total of \$70,237 and 206,800 units of IUDs were shipped from PSB Stock in 2013. 97% of those were shipped to the top 10 countries. Only DRC received almost 50% of the IUD orders from Stock.

Table 53: Top 10 countries ordering IUDs from STOCK

Country	Quantity (Units)	Value (USD)
Congo, The Democratic Republic	101,000	\$34,340
Sierra Leone	18,000	\$6,120
Mozambique	16,000	\$5,440
Lesotho	15,000	\$5,100
Chad	13,000	\$4,420
Malawi	12,000	\$4,080
Benin	9,000	\$3,060
UN	7,800	\$2,610
Guinea-Bissau	5,500	\$1,870
Zimbabwe	3,000	\$1,020
Grand Total	200,300	\$68,060

11,411 Kits for a total value of \$6,497,756 were shipped in 2013 to a total of 52 countries. The shipments to the top 10 countries represent 58,3% of the total value of Kits shipped by UNFPA. The countries that received higher amount of kits by value were the Syrian Arab Republic, UN Agencies and Sudan.

Table 54: Top 10 countries ordering RHKits from STOCK

Country	Quantity (Number of kits)	Value (USD)
Syrian Arab Republic	828	\$567,759
UN	963	\$533,637
Sudan	855	\$501,061
Philippines	768	\$425,302
Congo, The Democratic Republic	488	\$324,718
NGO	582	\$321,379
South Sudan	547	\$299,621
Somalia	437	\$296,146
Myanmar	559	\$282,575
Guinea	399	\$238,340
Grand Total	6,426	\$3,790,539

RHKit 11B, Referral Level Kit B - Drugs & Disposable Equipment, was the kit that was shipped the most, by value, representing almost 20% of the total shipments by value. RH Kit 2A, clean delivery Kit for individual use, was the second largest, with 13% of the total value shipped for this Kit.

If we look into the quantities – given that the price of the kits varies significantly from one to another – the Kit that was shipped the most was RHKit 2A (14.1%), clean delivery kit for individual use, followed by RHKit 2B, clean delivery kit for use by birth attendants, (9.2%) and RHKit 5, STD Drug Kit (9.1%).

Table 55: RHKits sent from Stock by type of Kit

KIT	Quantity (Number of kits)	Value (USD)
RH KIT 11B	329	\$1,249,152
RH KIT 2A	1,604	\$840,468
RH KIT 5	1,038	\$646,214
RH KIT 3	945	\$608,220
RHKIT6B	965	\$493,522
RHKIT6A	958	\$464,051
RH KIT 8	607	\$347,720
RH KIT 1A	603	\$326,996
RH KIT 4	711	\$317,203
RH KIT 9	710	\$267,564
RHKIT12	219	\$238,309
RH KIT 11A	369	\$193,888

RH_KIT_10B	118	\$117,982
RH KIT 2B	1,047	\$93,820
RH KIT 7	420	\$87,889
RH KIT 1B	169	\$70,243
FISTULAKIT2	98	\$53,026
FISTULAKIT1	177	\$50,828
RH_KIT_10A	226	\$18,597
RH KIT 0	98	\$12,064
Grand Total	11,411	\$6,497,756

By vendor

BAYER PHARMA AG is the vendor that received the highest amount of procurement value with \$33,289,548.49 and 275 orders in 2013. This means 22.1% of the procurement value and 27.7% of the POs.

In 2012 MSD OSS BV was the vendor that receives the highest amount of procurement value with \$29,940,758.44 equal to 24% of the total procurement value. In 2012 they are the second vendor in terms of procurement, with \$28,232,957.90 and 60 orders.

Table 56: Procurement Spend breakdown by vendor

Vendor Name	PROCUREMENT SPENT (USD)	NUMBER OF ORDERS	AVERAGE ORDER (USD)
BAYER PHARMA AG	\$33,289,548.79	275	\$121,052.90
MSD B V	\$28,232,957.90	60	\$470,549.30
BAYER OY	\$21,872,200.00	112	\$195,287.50
PFIZER OVERSEAS LLC (EXPORT DIVISION)	\$20,474,495.13	-	-
THE FEMALE HEALTH COMPANY	\$11,200,510.00	81	\$138,277.90
TTK PROTECTIVE DEVICES LTD	\$7,273,791.00	4	\$1,818,447.75
TIANJIN HUMAN-CARE LATEX CORPORATION	\$7,202,643.07	18	\$400,146.84
INDUS MEDICARE LIMITED	\$ 5,491,790.32	80	\$68,647.38
GUILIN ZIZHU LATEX CO LTD	\$2,135,646.76	12	\$177,970.56
QINGDAO DOUBLE BUTTERFLY GROUP CO. LTD	\$2,053,424.63	11	\$186,674.97
BAYER S A	\$1,954,160.00	3	\$651,386.67
PFIZER ENTERPRISES SARL	\$1,342,143.75	-	-
GUANGZHOU GUANGXIANG ENTERPRISES GROUP C	\$1,251,435.00	3	\$417,145.00
INNOLATEX SDN BHD	\$1,193,810.00	5	\$238,762.00
SURETEX LIMITED	\$1,129,244.59	23	\$49,097.59
UNIDUS CORPORATION SEOHUNG	\$753,232.70	7	\$107,604.67
SUZHOU COLOUR-WAY ENTERPRISE DEVELOPMENT	\$638,085.84	3	\$212,695.28
PREGNA INTERNATIONAL LIMITED	\$584,679.04	27	\$21,654.78
KAREX INDUSTRIES SDN BHD	\$465,761.85	10	\$46,576.19
SURETEX PROPHYLACTICS INDIA LIMITED	\$457,315.50	5	\$91,463.10
FARMAPLUS N V	\$353,535.00	3	\$117,845.00
LABORATOIRE HRA PHARMA	\$336,377.50	25	\$13,455.10

SMB CORPORATION OF INDIA	\$282,338.14	10	\$28,233.81
CORPORATE CHANNELS INDIA PRIVATE LIMITED	\$263,205.58	10	\$26,320.56
GEDEON RICHTER plc.	\$199,905.00	15	\$13,327.00
FAMY CARE LTD	\$146,970.00	4	\$36,742.50
HELM AG	\$123,136.00	2	\$61,568.00
HLL LIFECARE LIMITED	\$51,704.75	9	\$5,744.97
MEDISOURCE LTD	\$21,328.13	1	\$21,328.13
Grand Total	150,775,375.97	991	\$152,144.68

Together BAYER PHARMA AG and MSD B V sum up to \$61,522,509.69 in 2013, equal to 40.8% of the total procurement value for 2013. In 2012 these two companies represented almost 60% of the total procurement. If we add also BAYER OY, PFIZER and THE FEMALE HEALTH COMPANY, 3rd, 4th AND 5TH vendors in terms of procurement spend in 2013, we see that 5 companies sum up to 76% of the total procurement spend.

TTK PROTECTIVE DEVICES LTD is the vendor with the highest single PO average value with \$1,818,477.75.

Figure 3: Procurement Volume by vendor

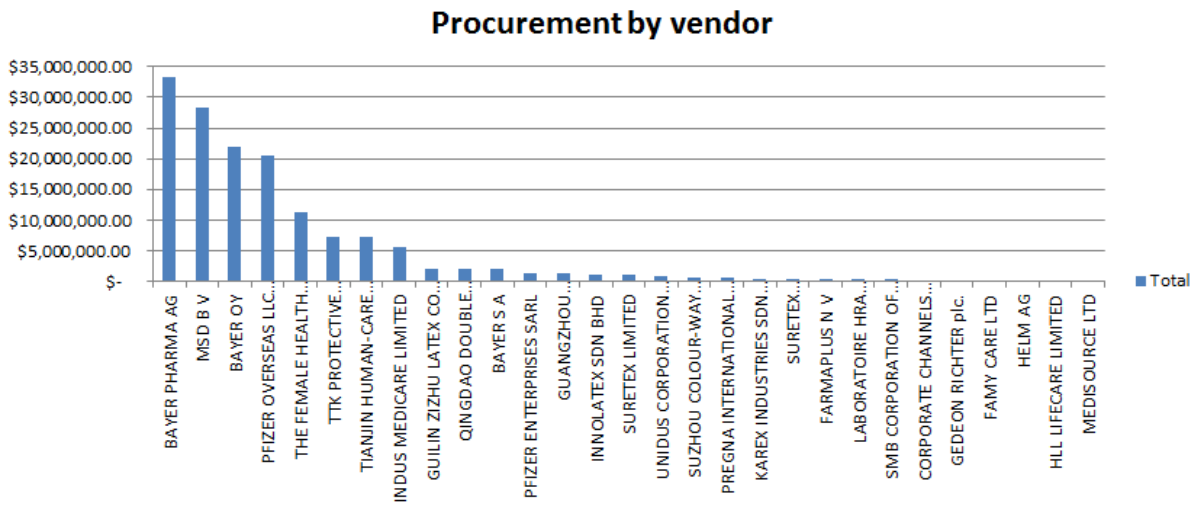
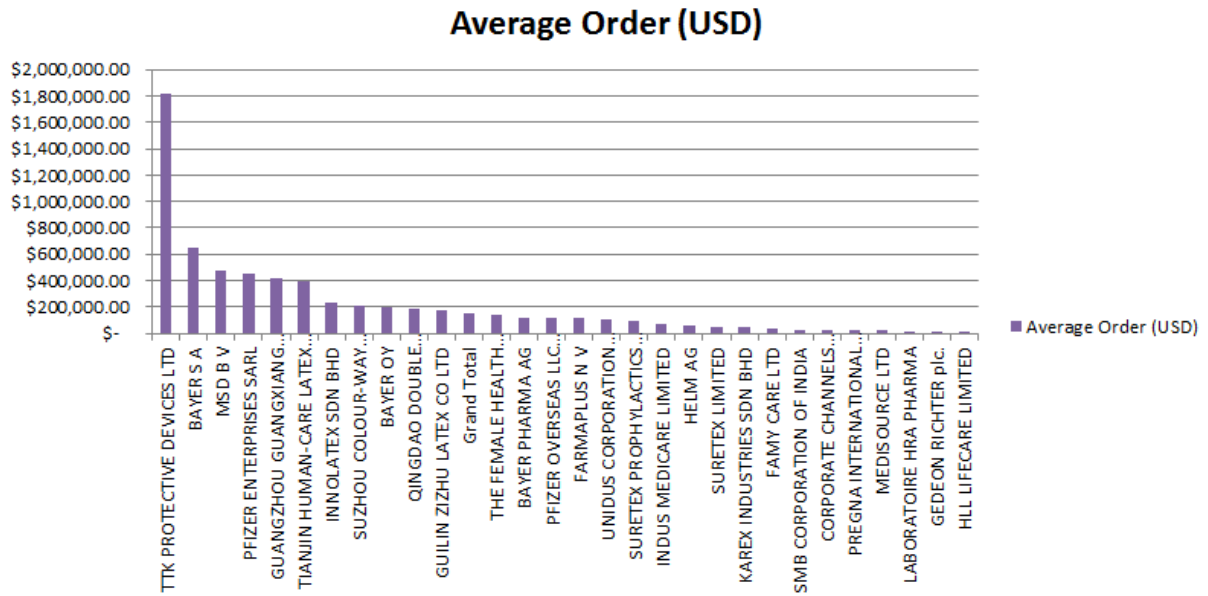


Table 57: Average PO value by vendor

VENDOR NAME	AVERAGE ORDER (USD)
TTK PROTECTIVE DEVICES LTD	\$1,818,447.75
BAYER S A	\$651,386.67
MSD B V	\$470,549.30
PFIZER ENTERPRISES SARL	\$447,381.25
GUANGZHOU GUANGXIANG ENTERPRISES GROUP C	\$417,145.00
TIANJIN HUMAN-CARE LATEX CORPORATION	\$400,146.84
INNOLATEX SDN BHD	\$238,762.00
SUZHOU COLOUR-WAY ENTERPRISE DEVELOPMENT	\$212,695.28
BAYER OY	\$195,287.50
QINGDAO DOUBLE BUTTERFLY GROUP CO. LTD	\$186,674.97
GUILIN ZIZHU LATEX CO LTD	\$177,970.56
Grand Total	\$152,144.68
THE FEMALE HEALTH COMPANY	\$138,277.90
BAYER PHARMA AG	\$121,052.90
PFIZER OVERSEAS LLC (EXPORT DIVISION)	\$120,438.21
FARMAPLUS N V	\$117,845.00
UNIDUS CORPORATION SEOHUNG	\$107,604.67
SURETEX PROPHYLACTICS INDIA LIMITED	\$91,463.10
INDUS MEDICARE LIMITED	\$68,647.38
HELM AG	\$61,568.00
SURETEX LIMITED	\$49,097.59
KAREX INDUSTRIES SDN BHD	\$46,576.19
FAMY CARE LTD	\$36,742.50
SMB CORPORATION OF INDIA	\$28,233.81
CORPORATE CHANNELS INDIA PRIVATE LIMITED	\$26,320.56
PREGNA INTERNATIONAL LIMITED	\$21,654.78
MEDISOURCE LTD	\$21,328.13
LABORATOIRE HRA PHARMA	\$13,455.10
GEDEON RICHTER plc.	\$13,327.00
HLL LIFECARE LIMITED	\$5,744.97

Figure 4: Average PO value by vendor



Appendixes

Appendix - I: Complete list of items as of 2012

CATEGORY	ITEM
Injectable Contraceptives	DMPA_DEPO
	DMPA_PETOGEN
	MESIGYNA
	NORIGYNON
	NORISTERAT
	SYRINGESOLO1ML
Subdermal Implants	IMPLANON
	JADELLE
Male Condoms	CONDOM 49 STANDARD
	CONDOM 53 STANDARD
	CONDOM49FLAVORSCEN
	CONDOM53COLOR
	CONDOM53DOTTED
	CONDOM53FLAVORSCEN
	CONDOMTHICK
	MARVELON28
	MICROGYNON30
	ZINNIA
Female Condoms	FEMALECONDOM2
Intra Uterine Device (IUD)	CU375SHPOLYMER
	CU375STPOLYMER
	CUT380A
	CUT380APOLYMER
Progestagen only Pills	EXLUTON
	MICROLUT35
Emergency Contraceptive	NORLEVO_1.5
	POSTINOR2
Lubricants	LUBRICANTWATER

Appendix - II: List of items as of 2013

CATEGORY	ITEM
Injectable Contraceptives	DMPA_DEPO
	DMPA_PETOGEN
	MESIGYNA
	NORIGYNON
	NORISTERAT
	SAYANA_PRESS
	SYRINGESOLO1ML
Subdermal Implants	IMPLANON
	JADELLE
Male Condoms	CONDOM 49 STANDARD
	CONDOM 53 STANDARD
	CONDOM49FLAVORSCEN
	CONDOM53COLOR
	CONDOM53DOTTED
	CONDOM53FLAVORSCEN
	CONDOM53RIBBED
	CONDOM54STANDARD
	CONDOMTHICK
	CONDOMOTHER
Combined Low Dose OC Pills	DAISY30
	MARVELON28
	MICROGYNON30
	ZINNIA
Female Condoms	FEMALECONDOM2
Intra Uterine Device (IUD)	CU375SHPOLYMER
	CU375STPOLYMER
	CUT380A
	CUT380APOLYMER
Progestagen only Pills	EXLUTON
	MICROLUT35
Emergency Contraceptive	NORLEVO_1.5
	POSTINOR2
	ESCAPEL
Lubricants	LUBRICANTWATER

Appendix - III: List of items as of 2012 not showing in 2013

CATEGORY	ITEM
Male Condoms	CONDOMTHIN
	CONDOM53WARMING
	CONDOM533IN1RDC
Female Condoms	FEMALECONDOM3
Intra Uterine Device (IUD)	CU375STTYVEK

Appendix - IV: List of new items 2013

CATEGORY	ITEM
Injectables	SAYANA_PRESS
Male Condoms	CONDOM53RIBBED
	CONDOM54STANDARD
	CONDOMOTHER
Combined Low Dose OC Pills	DAISY30
Emergency Contraceptive	ESCAPEL

Appendix - V: List of countries with procurement spend and number of POs

SHIP TO COUNTRY NAME	PROCUREMENT SPENT (USD)	QUANTITY	NUMBER OF ORDERS	AVERAGE ORDER (USD)
Uganda	11,120,573.50	10,423,182	27	411,873.09
Nigeria	11,012,816.68	13,850,456	28	393,314.88
Ethiopia	10,962,393.60	6,655,440	15	730,826.24
PSB Stock	9,278,287.00	5,078,200	22	421,740.32
United Kingdom	7,389,938.40	4,912,138	26	284,228.40
South Africa	7,365,978.50	1,664,435	6	1,227,663.08
Democratic Republic of Congo	6,636,010.07	8,620,364	47	141,191.70
Madagascar	5,315,919.20	6,416,200	9	590,657.69
Philippines	5,234,409.20	11,546,416	14	373,886.37
Yemen	5,074,967.88	14,406,321	18	281,942.66
Ecuador	4,630,401.74	2,225,121	17	272,376.57
Mozambique	4,507,720.13	7,954,855	24	187,821.67
Malawi	3,921,918.72	4,299,458	28	140,068.53
Zimbabwe	3,392,191.00	3,103,300	14	242,299.36
Dominican Republic	3,228,750.44	3,539,307	13	248,365.42
Zambia	3,217,655.20	3,202,260	14	229,832.51
Kenya	2,749,465.00	2,924,864	7	392,780.71
Burkina Faso	2,739,188.80	1,319,888	10	273,918.88
Tanzania	2,305,188.20	1,000,552	12	192,099.02
Guatemala	2,287,980.98	3,103,274	10	228,798.10
Niger	2,104,891.44	3,499,488	12	175,407.62
Venezuela	1,746,450.00	2,515,000	8	218,306.25
Cameroon	1,710,082.88	5,319,006	13	131,544.84
Chad	1,641,664.40	3,335,720	18	91,203.58
Sudan	1,449,806.68	2,183,892	5	289,961.34
El Salvador	1,326,981.27	2,057,435	26	51,037.74
Sierra Leone	1,288,088.10	2,448,045	7	184,012.59
Togo	1,252,990.09	1,482,565	18	69,610.56
Bolivia	1,215,116.80	1,766,300	11	110,465.16
Uzbekistan	1,209,235.05	2,543,970	8	151,154.38
China	1,188,009.94	268,073	6	198,001.66
Viet Nam	1,141,080.00	722,000	3	380,360.00
Myanmar	1,109,469.08	2,946,352	24	46,227.88
Honduras	1,036,371.10	1,925,828	12	86,364.26
Rwanda	998,037.50	2,301,820	10	99,803.75
Haiti	943,329.65	1,161,595	10	94,332.97
Sri Lanka	935,000.00	110,000	2	467,500.00
Central African	915,388.97	1,953,970	10	91,538.90

Republic				
Papua New Guinea	766,993.41	1,412,633	7	109,570.49
Paraguay	686,449.16	1,493,714	9	76,272.13
Lesotho	669,123.84	759,107	15	44,608.26
Mali	640,314.00	438,300	5	128,062.80
Burundi	629,457.60	1,669,440	4	157,364.40
Angola	606,052.90	937,139	12	50,504.41
Fiji	590,043.90	1,042,990	27	21,853.48
Mauritania	584,284.60	1,104,000	12	48,690.38
Cote D'Ivoire	562,778.40	1,151,920	9	62,530.93
Cambodia	559,199.00	142,132	12	46,599.92
Syrian Arab Republic	517,812.00	1,530,000	5	103,562.40
Peru	517,122.00	284,528	3	172,374.00
Liberia	481,300.40	976,125	9	53,477.82
Mongolia	431,483.97	635,945	17	25,381.41
Cuba	414,488.04	303,190	9	46,054.23
South Sudan	379,022.57	746,221	10	37,902.26
Cape Verde	332,439.63	444,758	8	41,554.95
Benin	311,880.00	261,000	9	34,653.33
Nicaragua	311,462.07	818,441	7	44,494.58
Lao People's Democratic Republic	280,055.74	737,362	4	70,013.94
Panama	271,607.14	725,699	5	54,321.43
Tajikistan	268,380.50	425,475	11	24,398.23
Islamic Republic of Iran	267,373.09	91,731	5	53,474.62
Kyrgyzstan	257,219.99	600,302	8	32,152.50
Ghana	254,996.00	65,050	1	254,996.00
Timor-Leste	251,604.00	618,180	13	19,354.15
Guinea-Bissau	239,897.94	97,810	15	15,993.20
State of Palestine	220,467.99	348,917	11	20,042.54
Gambia	207,698.20	450,960	10	20,769.82
Swaziland	206,425.00	93,400	3	68,808.33
Namibia	199,850.00	350,000	3	66,616.67
Pakistan	187,000.00	22,000	1	187,000.00
Bhutan	181,641.40	466,470	7	25,948.77
Belize	175,671.67	234,904	14	12,547.98
Guinea	165,025.70	135,010	7	23,575.10
Comoros	159,213.40	238,600	6	26,535.57
Democratic People's Republic of Korea	130,955.00	168,100	5	26,191.00
Uruguay	124,103.08	23,944	3	41,367.69
Nepal	103,977.81	26,277	3	34,659.27
Congo (Brazzaville)	94,666.00	155,968	4	23,666.50

Egypt	91,808.50	10,801	1	91,808.50
Gabon	79,571.20	99,840	9	8,841.24
Djibouti	76,174.30	37,150	7	10,882.04
Jordan	71,849.73	249,999	3	23,949.91
Jamaica	67,902.40	186,540	16	4,243.90
Belarus	66,258.50	16,400	3	22,086.17
Colombia	64,496.00	17,350	2	32,248.00
Bosnia and Herzegovina	58,003.80	13,427	7	8,286.26
Thailand	53,338.00	10,074	4	13,334.50
Bahamas	40,567.50	53,550	6	6,761.25
Somalia	32,575.00	106,300	4	8,143.75
Albania	32,010.00	81,900	4	8,002.50
Maldives	31,132.03	91,065	6	5,188.67
Senegal	30,065.00	54,500	2	15,032.50
Costa Rica	22,800.00	40,000	1	22,800.00
Denmark	21,328.13	750	1	21,328.13
Sao Tome and Principe	18,356.00	32,500	5	3,671.20
Suriname	15,226.40	12,520	3	5,075.47
Barbados	15,000.70	12,510	3	5,000.23
Eritrea	13,608.00	50,400	1	13,608.00
Guyana	13,185.70	12,010	3	4,395.23
Trinidad and Tobago	9,894.25	11,025	3	3,298.08
Mexico	9,540.00	30,000	1	9,540.00
Seychelles	7,350.50	10,602	2	3,675.25
Georgia	7,200.00	2,000	1	7,200.00
Bangladesh	2,850.00	5,000	1	2,850.00
Grand Total	150,775,375.97	178,263,045	991	152,144.68