

USAID GLOBAL HEALTH SUPPLY CHAIN PROGRAM

PROCUREMENT AND SUPPLY MANAGEMENT

Situation analysis:

Contraceptive Manufacturing in Pakistan

May 2022

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Disclaimer:

This is a living document, and it is recommended to review the forecast on yearly basis before the initiation of the procurement process.

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Chemonics Contact:

Muhammad Tariq
Country Director – GHSC-PSM Pakistan
National Science and Technology Park (NSTP)
NUST, H12, Islamabad, 44000, Pakistan
+92 333 5555 291
mtariq@chemonics.com

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Acronyms

AJK	Azad Jammu & Kashmir
AMC	Average Monthly Consumption
COC	Combined Oral Contraceptive
cLMIS	Contraceptive Logistics Management Information System
CPR	Contraceptive Prevalence Rate
CYP	Couple-years Protection
DHIS	District Health Information System
DMPA	Depot Medroxyprogesterone Acetate
DOH	Department of Health
DRAP	Drug Regulatory Authority of Pakistan
ECP	Emergency Contraceptive Pill
FP	Family Planning
GB	Gilgit Baltistan
GoP	Government of Pakistan
GHSC	Global Health Supply Chain
GHSC-PSM	Global Health Supply Chain – Procurement and Supply Management
IDIQ	Indefinite Delivery Indefinite Quantity Contract
IMR	Infant Mortality Rate
ICT	Islamabad Capital Territory
IUD/IUCD	Intrauterine Device/ Intrauterine Contraceptive Device
KP	Khyber Pakhtunkhwa
LHW	Lady Health Worker
LHW MIS	Lady Health Worker Management Information System
LMIS	Logistics Management Information System
MIS	Management Information System
M/o NHR&C	Ministry of National Health Services Regulations & Coordination
MWRA	Married Women of Reproductive Age
MMR	Maternal Mortality Rate
NGO	Non-Governmental Organization
PCT	Pakistan Customs Tariff
PDHS	Pakistan Demographic and Health Survey
POP	Progesterone Only Pill

PPW	Population Program Wing
PSM	Procurement and Supply Management
PWD	Population Welfare Department
ROI	Return on Investment
SAPM	Special Assistant to the Prime Minister
SECP	Securities and Exchange Commission of Pakistan
SDGs	Sustainable Development Goals
SDP	Service Delivery Point
TO	Task Order
UN	United Nations
U5MR	Under 5 Mortality Rate
UNFPA	United Nations Population Fund
USAID	United States Agency for International Development
WHO	World Health Organization

Context

Between 1950 to 2017, Pakistan's population increased by six folds from 37 million in 1950 to reach 207 million in 2017¹. Pakistan is now the fifth most populous country in the world. According to the United Nations (UN) estimates, Pakistan's population is geared to rise to 380 million by 2050 (Figure-1). This projected growth would further strain water, forests, and arable land resources as well as reverse the economic gains that would be made over the years.

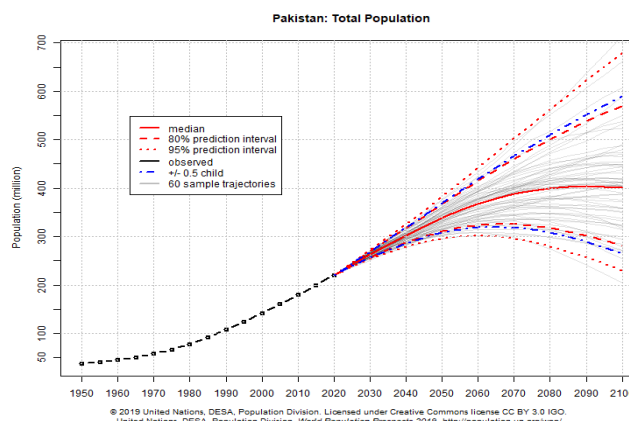


Figure 1: Pakistan Population Growth (Source: UN Department of Economic and Social Affairs Population Dynamics, World Population Prospects 2019 <https://population.un.org/wpp/Graphs/Probabilistic/POP/TOT/586>)

The federal as well as provincial governments of Pakistan are cognizant of the fact that pregnancy-related mortality and morbidities are preventable, among which the best intervention is increased use of modern contraceptives.

Contraceptive use reduces overall maternal mortality and improves women's health by preventing unwanted and high-risk pregnancies and reducing the need for unsafe abortions. This has a direct correlation with child and family well-being by reducing the economic and emotional burden of parenthood and affording increased opportunities for participation in educational, economic, and social activities.

Analyzing the Economic Survey of Pakistan 2020-21 and FP2030 Commitment, Pakistan fares poorly and is not on track on the key indicators listed below:

SDG (target by 2030)²	Current standing³
MMR: < 70 per 100,000 live births	189/100,000 (2019)
IMR: <12 per 1,000 live births	55.7/1000 (2019)
U5MR: <25 per 1,000 live births	67.2/1000 (2019)
FP2030 (target by 2030)⁴	Current standing⁵
Contraceptives Prevalence Rate (CPR) 60% for Pakistan	CPR 34.2%
Contraceptives Prevalence Rate (CPR) 64% for Punjab	CPR 38.3%
Contraceptives Prevalence Rate (CPR) 57% for Sindh	CPR 30.9 %
Contraceptives Prevalence Rate (CPR) 56% for Khyber Pakhtunkhwa	CPR 30.9 %
Contraceptives Prevalence Rate (CPR) 46% for Balochistan	CPR 19.8%

Pakistan is committed to achieve Sustainable Development Goals (SDGs) by reducing Maternal Mortality Ratio (MMR), Infant Mortality Rate (IMR), Under 5 Mortality Rate (U5MR) and ensuring universal access of reproductive health care services, which include integration of reproductive health into national strategies and programs. The federal and provincial governments in Pakistan responded with political commitment by mobilizing sufficient allocation of \$138 m from FY2014 until FY2021-22. Contraceptive services are now

¹ Census 2017

² <https://www.sdgpkakistan.pk/web/goals/goal3>

³ Economic Survey of Pakistan 2020-21

⁴ Family Planning Pakistan 2030, <https://fp2030.org/sites/default/files/Report-Target%20setting%20CCI%20Recommendations.pdf>

⁵ Pakistan Demographic and Health Survey 2017-18

included in the essential package of health services, developed by provinces to improve service delivery, and include facility-based and outreach services.

Although Pakistan was one of the first Asian countries to begin a family planning program, fertility declined slower than in neighboring countries. Through the commodity assistance provided by the United Nations Population Fund (UNFPA) in the 1990s (ending 1999), Pakistan strived to reduce the population growth and brought it down from 4.5% per year to 2.9%.

Subsequently, from FY2000 to FY2004, the Government of Pakistan (GoP) started sourcing contraceptives from UNFPA using the World Bank’s withdrawal application procedure. With the enactment of public procurement rules in FY2004, the former health and population ministries embarked upon procurement of contraceptives through open competitive bidding for the locally manufactured contraceptive products. However, they continued using UNFPA’s platform for commodities, which were not manufactured in Pakistan. The GoP’s annual investment on family planning commodities during FY2000 - FY2009 remained steady at \$5-6 million, which was far below the actual requirements.

Table 1: USAID’s commodity support from 2010 till 2015

<i>Cost in million</i>	
Fiscal Years	Support
2010-11	\$10
2011-12	\$20
2012-13	\$20
2013-14	\$20
2014-15	\$38
Total	\$108

From FY2010 - 2015, United States Agency for International Development (USAID) supported the GoP and donated contraceptive commodities worth \$108m through supply chain programs to relevant public and private sector stakeholders across the country. Table 1 indicates USAID’s yearly cost of commodity support to the GoP.

In addition, during the same period of FY2012 - FY2015, USAID also provided financial support worth \$1.5m to federal and provincial governments for transportation of contraceptive commodities from the Central Warehouse, Karachi to district stores across the country.

Owing to the total commodity support provided by USAID during the period indicated above (2010 to 2015) and recognizing the needs of forecasting and supply planning for concrete domestic financing, USAID initiated country-wide technical assistance on procurement and supply management. The GoP took this support positively and initiated domestic financing starting with Sindh and Punjab provinces in 2015. The commercial sector’s share shrunk as they were not able to liquidate their business during 2010-2014. However, by 2015 local manufacturers and transporters were benefitting from the domestic financing of contraceptives by the provincial governments.

Another important stakeholder in the distribution of contraceptives has been the private sector i.e. Non-Governmental Organizations (NGOs) who were historically supported by the Government of Pakistan. Their FP commodities future requirement until 2027 out of the total contraceptive ecology in Pakistan is presented in the private sector projection table appearing later in this document.

Table 2: GoP committed financing till FY 2022

Year	GoP Financing
2014-15	\$16.09m
2015-16	\$15.25m
2016-17	\$25.7m
2017-18	\$25.89m
2018-19	\$9.70m
2019-20	\$14.14m
2020-21	\$14.18m
2021-22	\$16.91m
Total	\$137.86m

Realizing the significance of investments in family planning (FP) commodities, all provincial governments have clearly demonstrated their commitments by making allocation for FP commodities procurement as an integral part of their financial planning. Table 2 contains funds planned by the respective provinces of the Government of Pakistan who have so far committed/allocated \$138 m for procurement of FP commodities until 2022.

With a burgeoning population as well as the contextual situation narrated above, the Population Program Wing (PPW) of the Ministry of National Health Services Regulations and Coordination (M/o NHR&C) had sought technical assistance from the USAID mission in Islamabad to conduct a situation analysis on feasibility to explore the potential of local production of contraceptives in Pakistan. USAID/Pakistan tasked the Global Health Supply Chain Program – Procurement and

Supply Management (GHSC-PSM) project with the provision of this technical assistance along the lines mutually agreed upon in a tripartite meeting between PPW, USAID/Pakistan, and the GHSC-PSM project held on March 16, 2017, in Islamabad.

According to the 2017 census results, with 110 million inhabitants, Punjab has become the most populous province of Pakistan. Additionally, 37% of the population resides in the urban areas and rest in the rural areas⁶. more than half of its population resides in urban centers. The current CPR stands at 38.3%⁷ as against of FP2030 commitment of 64% by the Government of Punjab⁸.

With 48 million inhabitants, Sindh has become the second most populous province after Punjab. Additionally, more than half of its population (52%) resides in urban centers. The current CPR stands at 30.9% as against of FP2030 commitment of 57% by Government of Sindh⁹. Sindh has traditionally been a trendsetter in pioneering new FP methods using creative approaches to increase uptake of long-acting contraceptive methods. Population Welfare Department (PWD) of Government of Sindh was the lead to initiate the innovation of long-acting method. Sindh PWD devised and sponsored strategies by creating champions for innovation, provided training to the healthcare providers and managed conflicting priorities and molds of the groups through communication techniques and social marketing.

With approximately 30.5 million inhabitants, Khyber Pakhtunkhwa has become the third most populous province after Punjab and Sindh with a population growth rate of 2.89. The current CPR stands at 30.9%¹⁰ as against of FP2030 commitment of 56%¹¹ by Government of Khyber Pakhtunkhwa.

As per census results of 2017 census, with 12.3 million inhabitants, Balochistan is the least populous province of Pakistan with a population growth rate of 3.37. The current CPR stands at 19.8%¹² as against of FP2030 commitment of 46% by Government of Balochistan¹³.

Background

The PPW of M/o NHR&C had initiated a request to the USAID/Pakistan in Islamabad to provide technical assistance to commission a feasibility study on local manufacturing of contraceptives in Pakistan. A formal request and action plan was sent by PPW to USAID/Pakistan through letter No. 12-2/2017-P&S dated April 26, 2017 (Annexure A) citing a meeting held with the USAID/Pakistan on March 16, 2017, which was followed by meeting with GHSC-PSM project on March 22, 2017. USAID/Pakistan agreed and informed PPW through letter dated May 9, 2017 (Annexure B) about assigning the provision of the assistance through the GHSC-PSM project.

To follow up on the TA, the GHSC-PSM project team started working on extracting contraceptive logistics data from government owned web-based Logistics Management Information System (LMIS) www.lmis.gov.pk from 2010 through 2017. As data for the study was required from 2007, the project team met with the PPW on June 15, 2017, to devise a plan of action for conducting the feasibility study which included a desk review of existing FP practices including method mix, quantities ordered, and consumption over the past 10 years. PPW was to develop a data acquisition template to obtain data from all provinces and was to share

⁶ https://www.pbs.gov.pk/sites/default/files//population_census/census_2017_tables/punjab/Table01p.pdf

⁷ Pakistan Demographic and Health Survey 2017-18, <https://dhsprogram.com/pubs/pdf/FR354/FR354.pdf>

⁸ Family Planning Pakistan 2030, <https://fp2030.org/sites/default/files/Report-Target%20setting%20CCI%20Recommendations.pdf>

⁹ Family Planning Pakistan 2030, <https://fp2030.org/sites/default/files/Report-Target%20setting%20CCI%20Recommendations.pdf> **Error! Hyperlink reference not valid.**

¹⁰ Pakistan Demographic and Health Survey 2017-18, <https://dhsprogram.com/pubs/pdf/FR354/FR354.pdf>

¹¹ Family Planning Pakistan 2030, <https://fp2030.org/sites/default/files/Report-Target%20setting%20CCI%20Recommendations.pdf> **Error! Hyperlink reference not valid.**

¹² Pakistan Demographic and Health Survey 2017-18, <https://dhsprogram.com/pubs/pdf/FR354/FR354.pdf>

¹³ Family Planning Pakistan 2030, <https://fp2030.org/sites/default/files/Report-Target%20setting%20CCI%20Recommendations.pdf> **Error! Hyperlink reference not valid.**

contraceptive procurement and consumption data from 2007 - 2010. Procurement and consumption data from 2010 onwards was extracted by GHSC-PSM project from USAID-funded annual contraceptive procurement tables and contraceptive LMIS, respectively.

In order to present an informed economic case to potential manufacturers, PPW, USAID/Pakistan, and GHSC-PSM devised a strategy to garner accurate procurement and consumption data for the previous ten years, focusing on the projection of demand of the method mix through 2030 in light of Pakistan's international level commitments to targets identified in the National Health Vision-2025 as well as SDG-3.

The GHSC-PSM project in collaboration with the PPW of the M/o NHR&C developed the situation analysis report in 2017, containing demand projections of the method mix from 2017-30.¹⁴ M/o NHR&C in collaboration with GHSC-PSM project convened a consultative meeting in Karachi under the Chairmanship of Director General PPW of the M/o NHR&C on October 11, 2018 of key public and private sector stakeholders to discuss the landscape of opportunities in local production of contraceptives as well as vision of the Government of Pakistan towards indigenous contraceptives' production in addition to regulators' perspective towards creating conducive and enabling environment for investors in this area. The provincial Population Welfare Departments as well as Health Departments, who are the main stakeholders for dispensing contraceptives at the service delivery points (SDPs) were also invited to be part of the consultation. The event was attended by national and international pharmaceutical companies' representatives, high level government functionaries from both Federal and Provincial governments, regulators like Securities and Exchange Commission of Pakistan (SECP) as well as Drug Regulatory Authority of Pakistan (DRAP).

In pursuance to action point regarding contraceptive local production of the 3rd Federal Task Force meeting held on August 6, 2020, under the chairmanship of His Excellency, the President of Pakistan, several fruitful consultations took place. The GHSC-PSM project led the process by holding meeting with the Honorable Special Assistant to the Prime Minister (SAPM) on Health; Secretary Health, M/o NHR&C and their teams on August 31, 2020, at the Ministry. Given the study was conducted in 2017, the Secretary Health suggested to update the FP business forecast having ten years of projections. The forecast was updated by the GHSC-PSM project, and the revised document was published in September 2020¹⁵.

In continuation another meeting was held on September 09, 2020, chaired by SAPM on Health, with the local and multinational pharma sector. The outcome of the meeting was the decision for the pharma industry to share the proposals on local manufacturing of contraceptives. On October 01, 2020, a meeting with AGP Pharma¹⁶ co-chaired by Advisor to PM on Commerce and Investment, and SAPM on Health was held. During the meeting, AGP gave a proposal presentation on local production of Intrauterine Contraceptive Device (IUCD) and later submitted a detailed proposal with the M/o NHR&C. A meeting was also held on November 6, 2020, between a local pharmaceutical company ATCO and SAPM on Health on exploring the prospects of FP local production in Pakistan.

Another virtual meeting with local pharma industry representatives took place on September 14, 2021. The DG PPW M/o NHR&C, Country Director, GHSC PSM project, and representatives from the potential pharmaceuticals Kresta Corp, Medipak Limited, ZAFSA Group, Hensel Pharma participated in the consultation to promote indigenous production of contraceptives in the country. GHSC-PSM with the institutional knowledge on the subject presented the business case for the production industry reiterated by the government, confirming its willingness to facilitate the process. During the meeting, ZAFSA Group showed the intent of setting up condoms manufacturing plant in Pakistan. As a follow-up of the meeting, ZAFSA Group shared a proposal on condoms manufacturing with the PPW.

PPW also held a consultation with DKT International on May 18, 2022, to discuss and expedite local assembling and re-packaging / local production of IUCD. DKT in the Country Engagement Working Group meetings

¹⁴ <https://lmis.gov.pk/docs/SituationAnalysisReportIndigenousProductionofContraceptives/LocalcontraceptiveproductionPakistanmarket20172030wayforward.pdf>

¹⁵ https://lmis.gov.pk/docs/SituationAnalysisReportIndigenousProductionofContraceptives/situation_analysis_contraceptive_manufacturing_in_pak_sep082020.pdf

¹⁶ <https://agp.com.pk/>

apprised that they are setting up a plant for assembling of IUCD in Faisalabad, Punjab on a COVID vaccine production model.

This report presents the updated FP business forecast containing demand projections of the method mix from 2022 to 2027 and is based on two types of provincial and regional data sets. The demographic data relevant to four provinces and three regions was acquired mainly from Pakistan Demographic and Health Survey (PDHS) 2017-18 and Population Census 2017-18, while the contraceptive logistics data for the period 2015 to 2021 was extracted from LMIS, Lady Health Worker Management Information System (LHW MIS), and District Health Information System (DHIS). The statistics present plausible justification to expect that the sheer population size and the demand for contraceptives in view of the foregoing commitments are sufficient to lure investors to venture into local production of contraceptives.

In addition to delineating a holistic landscape of contraceptives consumption for the entire country, the regional and provincially desegregated quantities and financial outlays have also been made available for the respective regional and provincial governments in order that they look at their indicative share in the overall market. The analysis at hand also contains the projections for the provinces of Punjab, Sindh, Khyber Pakhtunkhwa and Balochistan, and for regions of Azad Jammu & Kashmir (AJK), Gilgit Baltistan (GB) and Islamabad Capital Territory (ICT), for public, private and commercial sectors till 2027 based on the method mix. A variety of data sources have been tapped into which have been adequately referenced in the footnotes.

Pharmaceutical Industry in Pakistan

The pharmaceutical sector in the country is a sizeable industry with an annual turnover of more than PKR 336 billion (\$3.2 billion) and a double-digit annual growth rate of 15%¹⁷. Currently, the industry has approximately 759 pharmaceutical manufacturing units including those operated by 25 multinational organizations. According to Pakistan Pharmaceutical Manufacturers' Association, their industry meets around 70% of the country's demand¹⁸ of medicines.

Presently, only a few pharmaceutical industries including ZAFA Pharmaceutical, Karachi and HENSEL Pharmaceutical, Lahore are producing 3-month injectable (Depot Medroxyprogesterone Acetate), combined oral pill (COC), and emergency contraceptive pill (ECP). Unfortunately, no industry is producing condoms, intra-uterine devices (IUDs), and implants (single rod and two rod), which are being imported to meet the contraceptive requirements.

Cost Benefits - Local vs. International procurement

An analysis was conducted by the project, whereby those years procurement trends were studied, during which the country was having a mix of USAID donated and provincially procured contraceptives. The three-year time frame i.e 2014-15 to 2016-17 was selected.

During three years of local contraceptive procurement (2014-15, 2015-16 and 2016-17), Punjab, Sindh, Khyber Pakhtunkhwa and Balochistan provinces procured contraceptives including three products being manufactured in Pakistan. In order to have a cost comparison between locally procured three commodities (3- months injection, oral contraceptive pills and emergency contraceptive pills) vis-à-vis international market prices, below tables depict year-wise as well as total cost savings which is PKR 556.68 m (\$5.30m):

Year 2014-15: Savings - PKR 176.7 m

Products	Punjab (2014-15)		
	International Market ¹⁹	Local Market ²⁰	Savings
DMPA	378,730,296	315,608,580	63,121,716
COC	387,920,790	277,758,769	110,162,020
ECP	5,233,694	1,811,490	3,422,204

¹⁷ http://www.ppma.org.pk/wp-content/uploads/2017/09/Final-Report-Pharma-Industry_August-10.pdf

¹⁸ <http://www.ppma.org.pk>

¹⁹ International rates have been taken from USAID Contraceptive and Condom Catalog 2013-14

²⁰ Local rates are actual rates of locally manufactured products procured by provinces; source Departments of Health and Population Welfare documents

Total	771,884,779	595,178,839	176,705,940
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Year 2015-16: Savings- PKR 150 m

Products	Punjab (2015-16)			Khyber Pakhtunkhwa (KP) (2015-16)			Sindh (2015-16)		
	Intl. Market	Local Market	Savings	Intl. Market	Local Market	Savings	Intl. Market	Local Market	Savings
DMPA	76,889,820	65,447,882	11,441,938	91,206,444	77,634,057	13,572,388	169,342,068	144,142,356	25,199,713
COC	37,040,693	26,588,292	10,452,401	91,840,902	65,600,645	26,240,258	181,165,345	129,403,798	51,761,547
ECP	37,040,693	26,588,292	10,452,401	176,876	77,988	98,888	1,304,015	551,964	752,051
Total	150,971,205	118,624,466	32,346,739	183,224,222	143,312,689	39,911,533	351,811,428	274,098,117	77,713,311

Year 2016-17: Savings- PKR 230 m

Products	Punjab (2016-17)			KP (2016-17)			Sindh (2016-17)			Balochistan (2016-17)		
	Intl. Market	Local Market	Savings	Intl. Market	Local Market	Savings	Intl. Market	Local Market	Savings	Intl. Market	Local Market	Savings
DMPA	119,943,180	102,094,493	17,848,688	91,206,444	77,634,057	13,572,388	214,210,080	182,333,580	31,876,500	29,464,615	25,080,000	4,384,615
COC	171,972,347.4	123,443,995	48,528,352	91,840,902	65,924,598	25,916,304	229,174,142	164,504,190	64,669,952	39,727,845	28,517,165	11,210,679
ECP	12,675,029.85	4,023,819	8,651,211	176,876	56,151	120,725	1,649,545	523,665	1,125,880	2,835,000	900,000	1,935,000
Total	304,590,557	229,562,307	75,028,250	183,224,222	143,614,806	39,609,416	445,033,767	347,361,435	97,672,332	72,027,460	54,497,165	17,530,295

Provincial Savings

Province ²¹	2014-15	2015-16	2016-17
Punjab	176,705,940	32,346,739	75,028,250
Sindh		77,713,311	97,672,332
KP		39,911,533	39,609,416
Balochistan			17,530,295
Total	176,705,940	149,971,583	229,840,293

The savings achieved through local procurement of DMPA, COC, and ECP can afford the provincial governments to re-allocate these resources to other components of the supply chain, including transportation from Central Warehouse to districts and SDP-level stores as well as robust monitoring.

In view of the cost savings achieved through local procurement of DMPA, COC, and ECP, enhancing the pharmaceutical industry's capacity to manufacture condoms, IUDs, and implants would further contribute towards cost savings.

The federal and provincial governments of Pakistan are cognizant of the whole gamut of challenges encountered by provinces in procuring internationally manufactured contraceptives during the last few years i.e. delays in international procurement owing to increased lead time, payment modalities to international manufacturers, transfer of huge foreign exchange, and finally non-existence of World Health Organization (WHO) prequalified firm and testing laboratories in Pakistan.

The potential benefits of local manufacturing of contraceptives include:

- Increased product availability, leading to improved CPR.
- Efficient and timely procurement by decreased procurement timelines and procedures due to local procurement.
- More efficiently/expediently meeting emergency requirements.
- Increased efficiency and quality of locally manufactured products.
- Improved pricing controls as DRAP has full control over drugs pricing in the country.
- Easier product recalls; and
- Increased export of pharmaceutical products and boost to the local economy.

There are multiple factors influencing the investment in contraceptives production, as it is capital-intensive and enjoys significant and increasing returns to scale i.e. unit production costs decrease as the volume of

²¹ Sindh and KP could not procure contraceptives in 2014-15 and Balochistan in 2014-15 and 2015-16

production increases. Hence, the production volumes must be sufficient to keep the costs – and by extension price to consumers/buyers – low enough to be competitive in the market.

As per Pakistan Customs Tariff (PCT) Code number 9927 regarding Contraceptives and accessories thereof, all pharmaceutical raw materials if imported for manufacture of contraceptives in accordance with the input/output ratios determined by the Directorate of Input Output Co-efficient Organization will be zero-rated. However, there is an applicability of 17% sales tax.

- 3% duty on Chemical contraceptive preparations based on hormones, spermicides
- 3% duty on Coils of plastics (contraceptives and accessories therefor)
- 3% duty on Sheath contraceptives

Methodology

The GHSC-PSM project undertook a desk review of the existing family planning procurement practices, including method mix, quantities ordered, and consumption over the past five years. The project obtained logistics data on the prescribed format from all provinces and regions.

The GHSC-PSM project team extracted country wide demographic data 2017 onwards from Census 2017²² and PDHS2017-2018²³, and consumption data 2017 onwards from the contraceptive LMIS, DHIS and LHW MIS respectively. The project further worked on the data and generated projection of the demand including method mix till 2027 in view of Pakistan's FP2030 commitments, and National Health Vision-2025 and SDG-3 targets. The latest Pakistan Demographic and Health Survey was conducted in 2017-18. It is believed that the reliability of the demographic data alone to forecast business, without undertaking other important variables, would be unrealistic. Hence the project used forecast modelling based on all possible factors operating in the ecology of Pakistan. The methodology included the demographics, logistics and method mix.

For consumption-based forecasting, the consumption data for public and private sector stakeholders was collected and analyzed. The demographic data-based forecast is based on CPR commitments / targets of FP 2030 of four provinces, newly merged districts (NMDs) of KP and ICT, AJK and GB regions. Out of total population married women of reproductive age (MWRA) were calculated and from MWRA population users of each method were calculated based on modern CPR and Method Mix of PDHS 2017-18.

While carrying out the analysis of the data, it was observed that over the years, data has shown fluctuating trends in terms of consumption of contraceptives. There may be different factors attributable to the fluctuation which include but are not limited to a shift from short-acting to long-acting methods, promotions, and accessibility trends.

In view of the above, different forecast growth factors have been applied for different FP products. For accuracy purposes, more recent LMIS, DHIS, and LHW-MIS average consumption data for three years (2017-19) have been selected for extrapolation for public sector and private sector which was acquired from cLMIS. It is pertinent to note that based on demographic and consumption trends, growth factors for method mix have been estimated leading to projections till 2027.

Once the factors were accounted for and a forecast for 2022-23 developed, then a flat 10% yearly increase was used for demand projections till 2027. This 10% annual increase will cater to the yearly population growth and the gradual improvements that would be registered in reporting rate of contraceptives use. The commercial sector share was calculated @ 12.8 percent as indicated in PDHS 2017-18.

Similarly, analysis of the data for private sector was carried out and it has been observed that the trends for consumption tend to fluctuate²⁴. The data is not representative of the entirety of the private sector as it mainly focuses three organizations, Greenstar Social Marketing, Marie Stope Society, and Family Planning Association of Pakistan, who are reporting into the LMIS. There may be different factors attributable to the fluctuation which include but are not limited to a shift from short-acting to long-acting methods, promotions of any method by private sector stakeholders, and accessibility trends which cover different options of product availability for FP clients.

The costing for the projected demands has been carried out based on the procurement of contraceptives by the provinces in FY2020-21/ 2021-22, and a 5% yearly inflation in prices (calculated on recent years' inflation) has been factored in to reach the final cost. The highly diverse and disorganized structure of the private and commercial market operators poses a serious challenge to obtain accurate data for future projections. However, we have used PDHS to obtain our estimates and demand projections through 2027. The US dollar conversion rate to PKR is taken as 201.5²⁵.

Demographic data-based and consumption-based forecasting was carried out as part of the standard forecasting methodology²⁶. The figures were compared, and the consumption-based forecast was finalized as shown in the tables below.

²²Census of Pakistan, Pakistan Bureau of Statistics, 2017, <https://www.pbs.gov.pk/content/final-results-census-2017-0>

²³ Pakistan Demographic and Health Survey, 2017-18, <https://dhsprogram.com/pubs/pdf/FR354/FR354.pdf>

²⁴ The analysis has been conducted based on active reporting year

²⁵ <https://www.forex.pk/currency-usd-to-pkr-to-us-dollar.php>; accessed on May 24, 2022

²⁶ USAID DELIVER Project, 2014, Quantification of Health Commodities: A Guide to Forecasting and Supply Planning for Procurement: <https://www.ghsupplychain.org/sites/default/files/2019-07/QuantificationHealthComm.pdf>

National Public Sector Contraceptive Projection with Costing (2022-23 to 2026-27)

National Public Sector (all stakeholders)												
	2022-23		2023-24		2024-25		2025-26		2026-27		Total	
Product	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	QTY	COST
Condom	225,865,545	1,897,270,581	248,452,100	2,191,347,521	273,297,310	2,531,006,387	300,627,041	2,923,312,377	330,689,745	3,376,425,795	1,378,931,741	12,919,362,662
POP	264,445	8,330,016	290,889	9,621,168	319,978	11,112,449	351,976	12,834,879	387,174	14,824,285	1,614,463	56,722,796
COC	21,700,202	677,860,048	23,870,222	782,928,355	26,257,244	904,282,250	28,882,968	1,044,445,999	31,771,265	1,206,335,129	132,481,901	4,615,851,782
ECP	345,793	6,172,406	380,372	7,129,129	418,410	8,234,144	460,251	9,510,437	506,276	10,984,555	2,111,101	42,030,672
IUCD -	1,670,358	403,391,509	1,837,394	465,917,193	2,021,133	538,134,358	2,223,247	621,545,183	2,445,571	717,884,687	10,197,704	2,746,872,930
DMPA	10,398,078	731,504,777	11,437,886	844,888,017	12,581,674	975,845,660	13,839,842	1,127,101,737	15,223,826	1,301,802,506	63,481,305	4,981,142,696
Net-En Inj.	825,846	160,420,616	908,431	185,285,812	999,274	214,005,113	1,099,201	247,175,905	1,209,121	285,488,171	5,041,873	1,092,375,618
Implanon	91,298	172,266,200	100,428	198,967,461	110,471	229,807,417	121,518	265,427,567	133,670	306,568,839	557,385	1,173,037,483
Jadelle	96,086	138,219,132	105,694	159,643,098	116,264	184,387,778	127,890	212,967,884	140,679	245,977,906	586,612	941,195,798
Multiload	296	71,484	326	82,564	358	95,361	394	110,142	433	127,215	1,807	486,766
Implanon NXT	5	10,129	6	11,699	6	13,513	7	15,607	8	18,026	33	68,975
Inj.- Sayana Press	8,502	598,146	9,353	690,858	10,288	797,941	11,317	921,622	12,448	1,064,474	51,908	4,073,042
Yearly Total	261,266,455	4,196,115,044	287,393,100	4,846,512,876	316,132,410	5,597,722,372	347,745,652	6,465,369,340	382,520,217	7,467,501,588	1,595,057,834	28,573,221,220
											Total in millions (PKR)	28,573
											Total in millions (USD)	141.80

National Private Sector Contraceptive Projection with Costing (2022-23 to 2026-27)

National Private Sector (all stakeholders)												
	2022-23		2023-24		2024-25		2025-26		2026-27		Total	
Product	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	QTY	COST
Condom	306,877,215	2,577,768,606	337,564,936	2,977,322,740	371,321,430	3,438,807,764	408,453,573	3,971,822,968	449,298,930	4,587,455,528	1,873,516,085	17,553,177,605
POP	-	-	-	-	-	-	-	-	-	-	-	-
COC	3,310,773	103,422,386	3,641,850	119,452,856	4,006,035	137,968,049	4,406,639	159,353,096	4,847,303	184,052,826	20,212,600	704,249,213
ECP	6,017,640	107,417,119	6,619,404	124,066,773	7,281,344	143,297,122	8,009,479	165,508,176	8,810,427	191,161,944	36,738,294	731,451,134
Copper-T-380A	-	-	-	-	-	-	-	-	-	-	-	-
Safe Load	4,439,539	1,072,118,106	4,883,493	1,238,296,413	5,371,843	1,430,232,357	5,909,027	1,651,918,372	6,499,930	1,907,965,720	27,103,832	7,300,530,967
Multiload	388,112	93,729,062	426,923	108,257,067	469,616	125,036,912	516,577	144,417,633	568,235	166,802,366	2,369,463	638,243,040
3-Month Inj	2,188,237	153,942,487	2,407,061	177,803,573	2,647,767	205,363,127	2,912,544	237,194,411	3,203,798	273,959,545	13,359,407	1,048,263,143
1-Month Inj	389,798	75,718,174	428,777	87,454,490	471,655	101,009,936	518,821	116,666,477	570,703	134,749,781	2,379,753	515,598,858
2-Month Inj	522,240	101,445,213	574,465	117,169,221	631,911	135,330,450	695,102	156,306,670	764,612	180,534,203	3,188,330	690,785,756
Implanon	10,817	20,409,289	11,898	23,572,729	13,088	27,226,502	14,397	31,446,610	15,837	36,320,834	66,036	138,975,964
Jadelle	78,710	113,224,996	86,582	130,774,871	95,240	151,044,976	104,764	174,456,947	115,240	201,497,774	480,535	770,999,563
Yearly Total	324,223,082	4,419,195,438	356,645,390	5,104,170,731	392,309,929	5,895,317,195	431,540,922	6,809,091,360	474,695,014	7,864,500,520	1,979,414,335	30,092,275,244
											Total in millions (PKR)	30,092
											Total in millions (USD)	149

Punjab - Public Sector Contraceptive Projection with Costing (2022-23 to 2026-27)

Punjab Public Sector (all stakeholders)												
	2022-23		2023-24		2024-25		2025-26		2026-27		Total	
Product	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	QTY	COST
Condom	163,145,629	1,370,423,286	179,460,192	1,582,838,896	197,406,211	1,828,178,924	217,146,833	2,111,546,658	238,861,516	2,438,836,390	996,020,381	9,331,824,153
POP	168,950	5,321,926	185,845	6,146,825	204,430	7,099,583	224,873	8,200,018	247,360	9,471,021	1,031,457	36,239,373
COC	14,120,173	441,078,892	15,532,190	509,446,120	17,085,409	588,410,268	18,793,950	679,613,860	20,673,345	784,954,008	86,205,066	3,003,503,148
ECP	264,137	4,714,837	290,550	5,445,636	319,605	6,289,710	351,566	7,264,615	386,722	8,390,630	1,612,580	32,105,428
IUCD -	1,162,312	280,698,388	1,278,543	324,206,638	1,406,398	374,458,667	1,547,037	432,499,760	1,701,741	499,537,223	7,096,032	1,911,400,677
DMPA	4,954,566	348,553,688	5,450,022	402,579,509	5,995,024	464,979,333	6,594,527	537,051,130	7,253,979	620,294,055	30,248,118	2,373,457,716
1 month Injection	-	-	-	-	-	-	-	-	-	-	-	-
Net-En Inj.	799,230	155,250,343	879,153	179,314,146	967,068	207,107,838	1,063,775	239,209,553	1,170,152	276,287,034	4,879,376	1,057,168,914
Implanon	28,991	54,700,746	31,890	63,179,361	35,079	72,972,162	38,586	84,282,847	42,445	97,346,689	176,990	372,481,805
Jadelle	17,443	25,092,041	19,188	28,981,308	21,106	33,473,410	23,217	38,661,789	25,539	44,654,366	106,492	170,862,915
Yearly Total	184,661,429	2,685,834,146	203,127,572	3,102,138,439	223,440,330	3,582,969,897	245,784,363	4,138,330,231	270,362,799	4,779,771,417	1,127,376,493	18,289,044,129
											Total in millions (PKR)	18,289
											Total in millions (USD)	90.76

Punjab – Private Sector Contraceptive Projection with Costing (2022-23 to 2026-27)

Punjab Private Sector (all stakeholders)												
	2022-23		2023-24		2024-25		2025-26		2026-27		Total	
Product	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	QTY	COST
Condom	235,309,978	1,976,603,816	258,840,976	2,282,977,407	284,725,073	2,636,838,905	313,197,581	3,045,548,936	344,517,339	3,517,609,021	1,436,590,947	13,459,578,086
POP	-	-	-	-	-	-	-	-	-	-	-	-
COC	1,342,540	41,937,586	1,476,794	48,437,912	1,624,473	55,945,788	1,786,920	64,617,385	1,965,612	74,633,080	8,196,340	285,571,752
ECP	4,675,293	83,453,976	5,142,822	96,389,342	5,657,104	111,329,691	6,222,815	128,585,793	6,845,096	148,516,590	28,543,130	568,275,392
Cu-T 380A	-	-	-	-	-	-	-	-	-	-	-	-
Safe Load	2,544,241	614,434,227	2,798,665	709,671,532	3,078,532	819,670,620	3,386,385	946,719,566	3,725,023	1,093,461,099	15,532,846	4,183,957,044
Multiload	315,556	76,206,808	347,112	88,018,864	381,823	101,661,787	420,005	117,419,364	462,006	135,619,366	1,926,502	518,926,190
3-Month Inj	1,214,538	85,442,776	1,335,992	98,686,406	1,469,591	113,982,799	1,616,551	131,650,132	1,778,206	152,055,903	7,414,878	581,818,015
1-Month Inj	279,817	54,354,456	307,799	62,779,396	338,579	72,510,203	372,436	83,749,284	409,680	96,730,423	1,708,311	370,123,762
2-Month Inj	333,142	64,712,873	366,456	74,743,368	403,102	86,328,590	443,412	99,709,521	487,753	115,164,497	2,033,866	440,658,849
Implanon	1,286	2,426,010	1,414	2,802,041	1,556	3,236,358	1,711	3,737,993	1,882	4,317,382	7,850	16,519,784
Jadelle	16,778	24,134,720	18,455	27,875,601	20,301	32,196,319	22,331	37,186,749	24,564	42,950,695	102,430	164,344,083
Yearly Total	246,033,169	3,023,707,247	270,636,486	3,492,381,870	297,700,134	4,033,701,060	327,470,148	4,658,924,724	360,217,163	5,381,058,056	1,502,057,100	20,589,772,957
Total in millions (PKR)											20,590	
Total in millions (USD)											102.18	

SINDH - PUBLIC SECTOR CONTRACEPTIVE PROJECTION WITH COSTING (2022-23 TO 2026-27)

Sindh Public Sector (all stakeholders)												
	2022-23		2023-24		2024-25		2025-26		2026-27		Total	
Product	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	QTY	COST
Condom	25,058,145	210,488,416	27,563,959	243,114,120	30,320,355	280,796,809	33,352,391	324,320,314	36,687,630	374,589,962	152,982,479	1,433,309,620
POP	14,336	451,576	15,769	521,571	17,346	602,414	19,081	695,788	20,989	803,636	87,521	3,074,985
COC	3,236,838	101,110,742	3,560,522	116,782,907	3,916,575	134,884,258	4,308,232	155,791,318	4,739,055	179,938,972	19,761,223	688,508,198
ECP	61,617	1,099,861	67,779	1,270,340	74,556	1,467,242	82,012	1,694,665	90,213	1,957,338	376,177	7,489,446
IUCD -	198,883	48,030,220	218,771	55,474,905	240,648	64,073,515	264,713	74,004,910	291,184	85,475,671	1,214,200	327,059,220
DMPA	1,728,565	121,604,535	1,901,421	140,453,238	2,091,563	162,223,490	2,300,720	187,368,131	2,530,792	216,410,191	10,553,061	828,059,585
I month inj	-	-	-	-	-	-	-	-	-	-	-	-
Net-En Inj.	3,249	631,026	3,573	728,836	3,931	841,805	4,324	972,285	4,756	1,122,989	19,833	4,296,941
Implanon	55,987	105,639,418	61,586	122,013,528	67,744	140,925,625	74,519	162,769,097	81,971	187,998,307	341,807	719,345,974
Jadelle	75,104	108,036,951	82,614	124,782,678	90,876	144,123,993	99,963	166,463,212	109,960	192,265,010	458,517	735,671,843
Inj.- Sayana Press	8,502	598,146	9,353	690,858	10,288	797,941	11,317	921,622	12,448	1,064,474	51,908	4,073,042
Yearly Total	30,441,226	697,690,892	33,485,348	805,832,980	36,833,883	930,737,092	40,517,271	1,075,001,341	44,568,998	1,241,626,549	185,846,726	4,750,888,854
											Total in millions (PKR)	4,751
											Total in millions (USD)	23.58

SINDH - PRIVATE SECTOR CONTRACEPTIVE PROJECTION WITH COSTING (2022-23 TO 2026-27)

Sindh Private Sector (all stakeholders)												
	2022-23		2023-24		2024-25		2025-26		2026-27		Total	
Product	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	QTY	COST
Condom	44,879,012	376,983,697	49,366,913	435,416,171	54,303,604	502,905,677	59,733,964	580,856,057	65,707,361	670,888,746	273,990,854	2,567,050,348
POP	-	-	-	-	-	-	-	-	-	-	-	-
COC	1,001,546	31,285,793	1,101,701	36,135,091	1,211,871	41,736,030	1,333,058	48,205,115	1,466,363	55,676,908	6,114,538	213,038,937
ECP	1,024,602	18,289,154	1,127,063	21,123,973	1,239,769	24,398,189	1,363,746	28,179,908	1,500,120	32,547,794	6,255,301	124,539,018
Copper-T-380A	-	-	-	-	-	-	-	-	-	-	-	-
Safe Load	1,312,190	316,893,852	1,443,409	366,012,399	1,587,750	422,744,321	1,746,525	488,269,691	1,921,177	563,951,493	8,011,050	2,157,871,757
Multiload	21,296	5,142,877	23,425	5,940,023	25,768	6,860,726	28,344	7,924,139	31,179	9,152,380	130,012	35,020,145
3-Month Inj	530,213	37,300,465	583,234	43,082,037	641,557	49,759,753	705,713	57,472,515	776,284	66,380,754	3,237,002	253,995,524
1-Month Inj	67,732	13,156,927	74,505	15,196,251	81,956	17,551,670	90,151	20,272,178	99,166	23,414,366	413,510	89,591,392
2-Month Inj	85,035	16,518,121	93,539	19,078,430	102,893	22,035,586	113,182	25,451,102	124,500	29,396,023	519,149	112,479,262
Implanon	7,566	14,276,457	8,323	16,489,308	9,155	19,045,150	10,071	21,997,149	11,078	25,406,707	46,193	97,214,770
Jadelle	53,981	77,651,558	59,379	89,687,550	65,317	103,589,120	71,849	119,645,434	79,033	138,190,476	329,559	528,764,137
Injection Sayana	-	-	-	-	-	-	-	-	-	-	-	-
Yearly Total	48,983,173	907,498,902	53,881,490	1,048,161,232	59,269,639	1,210,626,223	65,196,603	1,398,273,287	71,716,263	1,615,005,647	299,047,168	6,179,565,290
											Total in millions (PKR)	6,180
											Total in millions (USD)	30.67

KP - Public Sector Contraceptive Projection with Costing (2022-23 to 2026-27)

Khyber Pakhtunkhwa Public Sector (all stakeholders)												
	2022-23		2023-24		2024-25		2025-26		2026-27		Total	
Product	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	QTY	COST
Condom	18,847,377	158,317,963	20,732,114	182,857,248	22,805,326	211,200,121	25,085,858	243,936,140	27,594,444	281,746,242	115,065,119	1,078,057,714
POP	38,482	1,212,179	42,330	1,400,067	46,563	1,617,077	51,219	1,867,724	56,341	2,157,221	234,936	8,254,268
COC	3,072,235	95,968,956	3,379,459	110,844,145	3,717,405	128,024,987	4,089,145	147,868,860	4,498,060	170,788,533	18,756,305	653,495,481
ECP	13,916	248,401	15,308	286,904	16,838	331,374	18,522	382,737	20,374	442,061	84,959	1,691,477
IUCD -	218,841	52,850,161	240,725	61,041,936	264,798	70,503,436	291,278	81,431,468	320,405	94,053,346	1,336,048	359,880,346
DMPA	3,131,291	220,286,327	3,444,420	254,430,708	3,788,862	293,867,468	4,167,748	339,416,925	4,584,523	392,026,549	19,116,845	1,500,027,978
I month inj	-	-	-	-	-	-	-	-	-	-	-	-
Net-En Inj.	12,830	2,492,132	14,112	2,878,413	15,524	3,324,567	17,076	3,839,874	18,784	4,435,055	78,325	16,970,041
Implanon	5,287	9,976,107	5,816	11,522,404	6,397	13,308,377	7,037	15,371,175	7,741	17,753,707	32,279	67,931,770
Jadelle	2,963	4,261,996	3,259	4,922,606	3,585	5,685,610	3,943	6,566,879	4,338	7,584,746	18,088	29,021,837
Yearly Total	25,343,222	545,614,224	27,877,544	630,184,429	30,665,298	727,863,016	33,731,828	840,681,783	37,105,011	970,987,459	154,722,904	3,715,330,911
											Total in millions (PKR)	3,715
											Total in millions (USD)	18.44

KP - Private Sector Contraceptive Projection with Costing (2022-23 to 2026-27)

Khyber Pakhtunkhwa Private Sector (all stakeholders)												
	2022-23		2023-24		2024-25		2025-26		2026-27		Total	
Product	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	QTY	COST
Condom	15,624,983	131,249,857	17,187,481	151,593,585	18,906,229	175,090,591	20,796,852	202,229,632	22,876,538	233,575,225	95,392,084	893,738,891
POP	-	-	-	-	-	-	-	-	-	-	-	-
COC	329,300	10,286,496	362,230	11,880,903	398,453	13,722,443	438,298	15,849,422	482,128	18,306,082	2,010,407	70,045,348
ECP	116,479	2,079,157	128,127	2,401,426	140,940	2,773,647	155,034	3,203,562	170,537	3,700,114	711,118	14,157,906
Cu-t	-	-	-	-	-	-	-	-	-	-	-	-
Safe Load	472,981	114,224,817	520,279	131,929,664	572,307	152,378,762	629,537	175,997,470	692,491	203,277,078	2,887,594	777,807,792
Multiload	45,582	11,008,129	50,141	12,714,389	55,155	14,685,119	60,670	16,961,312	66,737	19,590,316	278,285	74,959,264
3-Month Inj	261,475	18,394,732	287,622	21,245,915	316,384	24,539,032	348,023	28,342,582	382,825	32,735,682	1,596,328	125,257,942
1-Month Inj	20,552	3,992,307	22,608	4,611,114	24,868	5,325,837	27,355	6,151,341	30,091	7,104,799	125,475	27,185,398
2-Month Inj	84,465	16,407,377	92,912	18,950,520	102,203	21,887,851	112,423	25,280,468	123,666	29,198,940	515,669	111,725,155
Implanon	-	-	-	-	-	-	-	-	-	-	-	-
Jadelle	2,046	2,943,445	2,251	3,399,679	2,476	3,926,630	2,723	4,535,257	2,996	5,238,222	12,492	20,043,233
Yearly Total	16,957,863	310,586,316	18,653,650	358,727,196	20,519,015	414,329,911	22,570,916	478,551,047	24,828,008	552,726,459	103,529,451	2,114,920,929
											Total in millions (PKR)	2,115
											Total in millions (USD)	10.50

KP NMDs- Public Sector Contraceptive Projection with Costing (2022-23 to 2026-27)

KP Newly Merged Districts Public Sector (all stakeholders)												
2022-23		2023-24		2024-25		2025-26		2026-27		Total		
Product	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	QTY	COST
Condom	451,394	3,791,713	496,534	4,379,429	546,187	5,058,240	600,806	5,842,268	660,887	6,747,819	2,755,808	25,819,470
COC	55,432	1,731,548	60,975	1,999,938	67,072	2,309,929	73,780	2,667,967	81,158	3,081,502	338,416	11,790,885
ECP	-	-	-	-	-	-	-	-	-	-	-	-
Copper-T-380A	7,821	1,888,654	8,603	2,181,395	9,463	2,519,511	10,409	2,910,036	11,450	3,361,091	47,745	12,860,687
3-Month Inj	27,300	1,920,534	30,030	2,218,216	33,033	2,562,040	36,336	2,959,156	39,969	3,417,825	166,667	13,077,772
1-Month Inj	-	-	-	-	-	-	-	-	-	-	-	-
2-Month Inj	-	-	-	-	-	-	-	-	-	-	-	-
Yearly Total	541,946	9,332,449	596,141	10,778,979	655,755	12,449,720	721,331	14,379,427	793,464	16,608,238	3,308,637	63,548,813
											Total in millions (PKR)	64
											Total in millions (USD)	0.32

KP NMD - PRIVATE SECTOR CONTRACEPTIVE PROJECTION WITH COSTING (2022-23 TO 2026-27)

KP Newly Merged Districts Private Sector (all stakeholders)												
	2022-23		2023-24		2024-25		2025-26		2026-27		Total	
Product	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	QTY	COST
Condom	438,296	3,681,687	482,126	4,252,349	530,338	4,911,463	583,372	5,672,739	641,709	6,552,014	2,675,841	25,070,252
COC	8,070	254,200	8,877	293,601	9,765	339,110	10,741	391,672	11,815	452,381	49,267	1,730,964
ECP	168	5,239	184	6,051	203	6,989	223	8,072	246	9,323	1,024	35,673
Safe Load	137	2,447	151	2,826	166	3,265	182	3,771	201	4,355	837	16,663
Multiload	419	101,145	461	116,823	507	134,930	557	155,845	613	180,001	2,557	688,744
3-Month Inj	2,668	187,677	2,935	216,767	3,228	250,366	3,551	289,173	3,906	333,995	16,287	1,277,980
1-Month Inj	539	104,798	593	121,041	653	139,803	718	161,472	790	186,500	3,294	713,614
2-Month Inj	433	84,200	477	97,251	524	112,325	577	129,735	635	149,844	2,646	573,356
Yearly Total	450,730	4,421,394	495,803	5,106,710	545,384	5,898,250	599,922	6,812,479	659,914	7,868,413	2,751,753	30,107,245
											Total in millions (PKR)	30
											Total in millions (USD)	0.15

Balochistan - Public Sector Contraceptive Projection with Costing (2022-23 to 2026-27)

Balochistan Public Sector (all stakeholders)												
	2022-23		2023-24		2024-25		2025-26		2026-27		Total	
Product	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	QTY	COST
Condom	6,858,679	57,612,905	7,544,547	66,542,906	8,299,002	76,857,056	9,128,902	88,769,900	10,041,792	102,529,234	41,872,922	392,312,001
POP	26,913	847,768	29,605	979,172	32,565	1,130,943	35,822	1,306,240	39,404	1,508,707	164,308	5,772,830
COC	571,656	17,857,095	628,821	20,624,945	691,703	23,821,811	760,874	27,514,192	836,961	31,778,892	3,490,015	121,596,934
ECP	4,757	84,920	5,233	98,083	5,756	113,286	6,332	130,845	6,965	151,126	29,045	578,260
IUCD -	16,617	4,013,028	18,279	4,635,047	20,107	5,353,479	22,117	6,183,268	24,329	7,141,675	101,449	27,326,497
DMPA	247,018	17,377,711	271,720	20,071,257	298,892	23,182,301	328,781	26,775,558	361,659	30,925,770	1,508,069	118,332,597
1-month Inj	-	-	-	-	-	-	-	-	-	-	-	-
Net-En Inj.	10,509	2,041,313	11,560	2,357,716	12,716	2,723,162	13,987	3,145,252	15,386	3,632,767	64,157	13,900,210
Implanon	511	964,377	562	1,113,855	618	1,286,502	680	1,485,910	748	1,716,226	3,120	6,566,871
Jadelle	53	75,937	58	87,707	64	101,302	70	117,003	77	135,139	322	517,088
Yearly Total	7,736,713	100,875,054	8,510,385	116,510,687	9,361,423	134,569,843	10,297,565	155,428,169	11,327,322	179,519,535	47,233,408	686,903,288
											Total in millions (PKR)	687
											Total in millions (USD)	3.41

Balochistan - Private Sector Contraceptive Projection with Costing (2022-23 to 2026-27)

Balochistan Private Sector (all stakeholders)												
	2022-23		2023-24		2024-25		2025-26		2026-27		Total	
Product	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	QTY	COST
Condom	2,880,883	24,199,421	3,168,972	27,950,331	3,485,869	32,282,632	3,834,456	37,286,440	4,217,901	43,065,838	17,588,081	164,784,661
POP	-	-	-	-	-	-	-	-	-	-	-	-
COC	522,413	16,318,878	574,654	18,848,304	632,120	21,769,791	695,332	25,144,109	764,865	29,041,446	3,189,384	111,122,528
ECP	112,133	2,001,578	123,347	2,311,822	135,681	2,670,155	149,249	3,084,029	164,174	3,562,053	684,584	13,629,636
Cu-t	-	-	-	-	-	-	-	-	-	-	-	-
Safe Load	19,518	4,713,545	21,470	5,444,144	23,617	6,287,987	25,978	7,262,625	28,576	8,388,331	119,158	32,096,632
Multiloal	1,073	259,185	1,181	299,359	1,299	345,759	1,428	399,352	1,571	461,251	6,552	1,764,906
3-Month Inj	55,826	3,927,337	61,408	4,536,075	67,549	5,239,166	74,304	6,051,237	81,734	6,989,179	340,821	26,742,993
1-Month Inj	17,572	3,413,334	19,329	3,942,401	21,262	4,553,473	23,388	5,259,261	25,727	6,074,447	107,278	23,242,917
2-Month Inj	17,269	3,354,558	18,996	3,874,514	20,896	4,475,064	22,985	5,168,699	25,284	5,969,847	105,431	22,842,683
Implanon	1,642	3,097,390	1,806	3,577,486	1,986	4,131,996	2,185	4,772,455	2,403	5,512,186	10,022	21,091,512
Jadelle	5,255	7,559,013	5,780	8,730,659	6,358	10,083,912	6,994	11,646,918	7,694	13,452,190	32,081	51,472,692
Yearly Total	3,633,584	68,844,238	3,996,942	79,515,095	4,396,636	91,839,935	4,836,300	106,075,124	5,319,930	122,516,769	22,183,393	468,791,160
											Total in millions (PKR)	469
											Total in millions (USD)	2.33

AJK Public Sector Contraceptive Projection with Costing (2022-23 to 2026-27)

AJK Public Sector (all stakeholders)												
	2022-23		2023-24		2024-25		2025-26		2026-27		Total	
Product	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	QTY	COST
Condom	6,418,618	53,916,389	7,060,479	62,273,429	7,766,527	71,925,811	8,543,180	83,074,311	9,397,498	95,950,829	39,186,303	367,140,769
POP	9,595	302,234	10,554	349,080	11,610	403,188	12,771	465,682	14,048	537,863	58,577	2,058,047
COC	350,985	10,963,909	386,084	12,663,315	424,692	14,626,128	467,162	16,893,178	513,878	19,511,621	2,142,801	74,658,151
ECP	29	509	31	588	35	679	38	784	42	906	174	3,466
IUCD -	36,101	8,718,343	39,711	10,069,686	43,682	11,630,487	48,050	13,433,213	52,855	15,515,361	220,399	59,367,089
DMPA	176,025	12,383,333	193,627	14,302,749	212,990	16,519,675	234,289	19,080,225	257,718	22,037,660	1,074,648	84,323,642
1-Month Inj	-	-	-	-	-	-	-	-	-	-	-	-
2 - Month Inj.	30	5,803	33	6,702	36	7,741	40	8,941	44	10,326	182	39,512
Implanon	322	608,005	354	702,246	390	811,094	429	936,814	472	1,082,020	1,967	4,140,178
Jadelle	194	279,035	213	322,285	235	372,240	258	429,937	284	496,577	1,184	1,900,074
Multiload	296	71,484	326	82,564	358	95,361	394	110,142	433	127,215	1,807	486,766
Yearly Total	6,991,898	87,177,559	7,691,088	100,690,080	8,460,197	116,297,043	9,306,216	134,323,085	10,236,838	155,143,163	42,688,043	594,117,696
											Total in millions (PKR)	594
											Total in millions (USD)	2.95

AJK Private Sector Contraceptive Projection with Costing (2022-23 to 2026-27)

AJK Private Sector (all stakeholders)												
	2022-23		2023-24		2024-25		2025-26		2026-27		Total	
Product	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	QTY	COST
Condom	1,206,327	10,133,147	1,326,960	11,703,785	1,459,656	13,517,871	1,605,621	15,613,141	1,766,183	18,033,178	7,364,747	69,001,122
POP	-	-	-	-	-	-	-	-	-	-	-	-
COC	45,911	1,434,133	50,502	1,656,424	55,552	1,913,170	61,107	2,209,711	67,218	2,552,216	280,289	9,765,653
ECP	23,488	419,256	25,836	484,240	28,420	559,298	31,262	645,989	34,388	746,117	143,395	2,854,899
Safe Load	37,715	9,108,225	41,487	10,519,999	45,635	12,150,599	50,199	14,033,942	55,219	16,209,203	230,255	62,021,969
Multiload	1,179	284,793	1,297	328,936	1,427	379,921	1,570	438,808	1,727	506,824	7,200	1,939,281
3-Month Inj	45,211	3,180,623	49,733	3,673,619	54,706	4,243,030	60,176	4,900,700	66,194	5,660,308	276,020	21,658,279
1-Month Inj	1,642	318,961	1,806	368,399	1,987	425,501	2,186	491,454	2,404	567,629	10,025	2,171,945
2-Month Inj	1,328	257,943	1,461	297,925	1,607	344,103	1,767	397,439	1,944	459,042	8,107	1,756,452
Implant	323	609,432	355	703,894	391	812,998	430	939,013	473	1,084,560	1,972	4,149,898
Jadelle	-	-	-	-	-	-	-	-	-	-	-	-
Yearly Total	1,363,124	25,746,512	1,499,437	29,737,221	1,649,380	34,346,491	1,814,318	39,670,197	1,995,750	45,819,077	8,322,009	175,319,499
											Total in millions (PKR)	175
											Total in millions (USD)	0.87

GB Public Sector Contraceptive Projection with Costing (2022-23 to 2026-27)

GB Public Sector (all stakeholders)												
	2022-23		2023-24		2024-25		2025-26		2026-27		Total	
Product	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	QTY	COST
Condom	2,783,238	23,379,200	3,061,562	27,002,976	3,367,718	31,188,437	3,704,490	36,022,645	4,074,939	41,606,155	16,991,947	159,199,414
POP	-	-	-	-	-	-	-	-	-	-	-	-
COC	203,312	6,350,969	223,644	7,335,369	246,008	8,472,352	270,609	9,785,566	297,670	11,302,329	1,241,242	43,246,585
ECP	-	-	-	-	-	-	-	-	-	-	-	-
IUCD -	5,683	1,372,350	6,251	1,585,064	6,876	1,830,749	7,564	2,114,515	8,320	2,442,265	34,693	9,344,943
DMPA	95,261	6,701,621	104,787	7,740,373	115,266	8,940,130	126,793	10,325,851	139,472	11,926,358	581,579	45,634,333
1 Month	-	-	-	-	-	-	-	-	-	-	-	-
2 Month Inj.	-	-	-	-	-	-	-	-	-	-	-	-
Implanon	-	-	-	-	-	-	-	-	-	-	-	-
Jadelle	-	-	-	-	-	-	-	-	-	-	-	-
Multiload	-	-	-	-	-	-	-	-	-	-	-	-
Yearly Total	3,087,494	37,804,140	3,396,244	43,663,782	3,735,868	50,431,668	4,109,455	58,248,577	4,520,400	67,277,107	18,849,461	257,425,275
											Total in millions (PKR)	257
											Total in millions (USD)	1.28

GB Private Sector Contraceptive Projection with Costing (2022-23 to 2026-27)

GB Private Sector (all stakeholders)												
2022-23		2023-24		2024-25		2025-26		2026-27		Total		
Product	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	QTY	COST
Condom	154,911	1,301,249	170,402	1,502,943	187,442	1,735,899	206,186	2,004,964	226,805	2,315,733	945,745	8,860,789
POP	-	-	-	-	-	-	-	-	-	-	-	-
COC	7,310	228,355	8,041	263,750	8,845	304,632	9,730	351,850	10,703	406,386	44,630	1,554,974
ECP	1,909	34,069	2,100	39,350	2,309	45,450	2,540	52,494	2,794	60,631	11,653	231,994
Safe Load	11,769	2,842,249	12,946	3,282,797	14,241	3,791,631	15,665	4,379,334	17,231	5,058,130	71,852	19,354,141
Multiload	211	51,001	232	58,906	256	68,037	281	78,583	309	90,763	1,289	347,290
3-Month Inj	15,992	1,125,004	17,591	1,299,379	19,350	1,500,783	21,285	1,733,404	23,413	2,002,082	97,630	7,660,651
1-Month Inj	165	32,146	182	37,129	200	42,884	220	49,530	242	57,208	1,010	218,896
2 Month Inj	-	-	-	-	-	-	-	-	-	-	-	-
Yearly Total	192,267	5,614,074	211,494	6,484,255	232,643	7,489,315	255,907	8,650,159	281,498	9,990,933	1,173,809	38,228,735
											Total in millions (PKR)	38
											Total in millions (USD)	0.19

ICT Public Sector Contraceptive Projection with Costing (2022-23 to 2026-27)

ICT Public Sector (all stakeholders)												
	2022-23		2023-24		2024-25		2025-26		2026-27		Total	
Product	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	QTY	COST
Condom	2,302,465	19,340,708	2,532,712	22,338,518	2,785,983	25,800,989	3,064,581	29,800,142	3,371,039	34,419,164	14,056,781	131,699,521
POP	6,169	194,332	6,786	224,454	7,465	259,244	8,211	299,427	9,032	345,838	37,664	1,323,294
COC	89,570	2,797,936	98,527	3,231,617	108,379	3,732,517	119,217	4,311,057	131,139	4,979,271	546,833	19,052,398
ECP	1,338	23,878	1,471	27,579	1,619	31,854	1,780	36,791	1,959	42,494	8,167	162,596
IUCD	24,101	5,820,366	26,511	6,722,523	29,162	7,764,514	32,078	8,968,014	35,286	10,358,056	147,138	39,633,472
DMPA	38,053	2,677,027	41,858	3,091,966	46,044	3,571,221	50,649	4,124,760	55,713	4,764,098	232,317	18,229,074
I-month inj	-	-	-	-	-	-	-	-	-	-	-	-
Net-En Inj.	-	-	-	-	-	-	-	-	-	-	-	-
Implanon	200	377,547	220	436,066	242	503,657	266	581,724	293	671,891	1,222	2,570,884
Jadelle	329	473,172	362	546,514	398	631,224	438	729,063	482	842,068	2,008	3,222,041
Implanon NXT	5	10,129	6	11,699	6	13,513	7	15,607	8	18,026	33	68,975
Yearly Total	2,462,225	31,704,967	2,708,447	36,619,237	2,979,292	42,295,219	3,277,221	48,850,978	3,604,944	56,422,879	15,032,162	215,962,255
											Total in millions (PKR)	216
											Total in millions (USD)	1.07

ICT Private Sector Contraceptive Projection with Costing (2022-23 to 2026-27)

ICT Private Sector (all stakeholders)												
	2022-23		2023-24		2024-25		2025-26		2026-27		Total	
Product	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	Quantities	Cost PKR	QTY	COST
Condom	6,382,825	53,615,731	7,021,108	61,926,170	7,723,218	71,524,726	8,495,540	82,611,058	9,345,094	95,415,772	38,967,786	365,093,457
POP	-	-	-	-	-	-	-	-	-	-	-	-
COC	53,684	1,676,944	59,052	1,936,870	64,957	2,237,085	71,453	2,583,833	78,598	2,984,327	327,744	11,419,057
ECP	63,568	1,134,691	69,925	1,310,568	76,917	1,513,706	84,609	1,748,330	93,070	2,019,322	388,090	7,726,617
Safe Load	40,989	9,898,744	45,087	11,433,050	49,596	13,205,172	54,556	15,251,974	60,011	17,616,030	250,239	67,404,970
Multiload	2,796	675,124	3,075	779,768	3,383	900,632	3,721	1,040,230	4,093	1,201,466	17,067	4,597,219
3-Month Inj	62,315	4,383,874	68,547	5,063,375	75,401	5,848,198	82,942	6,754,669	91,236	7,801,642	380,441	29,851,759
1-Month Inj	1,777	345,246	1,955	398,759	2,151	460,567	2,366	531,955	2,602	614,408	10,851	2,350,935
2-Month Inj	567	110,141	624	127,213	686	146,931	755	169,705	830	196,009	3,462	749,999
Implanon	-	-	-	-	-	-	-	-	-	-	-	-
Jadelle	651	936,261	716	1,081,381	788	1,248,995	866	1,442,589	953	1,666,191	3,974	6,375,417
Implanon NXT	-	-	-	-	-	-	-	-	-	-	-	-
Yearly Total	6,609,171	72,776,756	7,270,089	84,057,153	7,997,097	97,086,011	8,796,807	112,134,343	9,676,488	129,515,166	40,349,653	495,569,430
											Total in millions (PKR)	496
											Total in millions (USD)	2.46

The highly diverse and disorganized structure of the private and commercial market operators poses a serious challenge in obtaining accurate data for future projections. The highlighted portion of the table below pertains to the commercial sector's contribution in percentage terms. However, in the wake of rapid urbanization in the last five years, these figures are likely to change and the commercial sector's share in contraceptives market may be increased. The table below has been copied from PDHS 2017-18 and the data pertaining to commercial enterprises is highlighted in yellow.

Table 7.8 Source of modern contraceptive methods

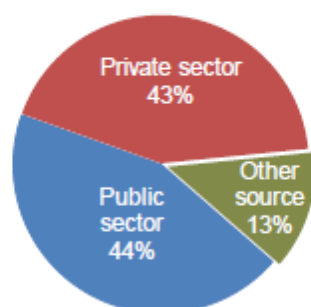
Percent distribution of users of modern contraceptive methods age 15-49 by most recent source of method, according to method, Pakistan DHS 2017-18

Source	Female sterilisation	IUD	Injectables	Implants	Pill	Male condom	Total
Public sector	56.8	64.3	61.7	85.8	37.5	19.5	43.5
Government hospital	54.2	40.7	29.0	56.5	3.7	1.6	28.0
Rural health centre	0.0	1.5	2.7	2.8	2.4	0.6	0.8
Family health clinic/RHSC	2.6	4.0	1.7	0.9	2.1	0.6	1.8
Family welfare centre or FWW	0.0	3.2	3.7	12.5	0.7	0.5	1.1
Mother-child health centre	0.0	4.4	0.5	0.0	0.7	0.0	0.5
Basic health unit	0.0	5.1	3.0	2.3	0.8	0.1	0.8
Lady health worker	0.0	2.0	18.0	3.3	25.5	15.3	9.3
Lady health visitor	0.0	1.4	2.3	0.0	1.7	0.3	0.6
Community midwife	0.0	1.3	0.8	0.0	0.0	0.0	0.2
Other public	0.0	0.8	0.0	7.4	0.0	0.5	0.4
Private medical sector	41.9	30.8	34.0	14.2	47.6	49.0	42.5
Private/NGO hospital/clinic	29.4	23.5	10.8	11.4	3.4	1.7	14.8
Pharmacy/medical store	0.0	0.2	5.9	0.0	35.8	47.0	20.1
Private doctor	12.4	7.0	11.3	2.8	5.1	0.2	6.7
Dispenser/compounder	0.0	0.0	6.0	0.0	2.4	0.1	0.8
Other private	0.0	0.0	0.0	0.0	0.8	0.0	0.1
Other source	0.0	4.9	3.4	0.0	13.5	30.5	12.8
Shop	0.0	0.0	0.6	0.0	9.7	27.8	10.9
Friend/relative	0.0	0.0	1.9	0.0	2.6	2.7	1.4
Hakim	0.0	0.0	0.0	0.0	0.7	0.0	0.0
Dai, traditional birth attendant	0.0	4.9	0.9	0.0	0.6	0.0	0.5
Other	0.0	0.0	0.0	0.0	0.1	0.7	0.3
Don't know	0.2	0.0	0.0	0.0	0.0	0.0	0.1
Missing	1.1	0.0	0.9	0.0	1.3	0.3	0.7
Total	100.0	100.0	100.0	100.0	100.0	100.0	99.8
Number of women	1,087	254	296	53	197	1,092	2,989

Note: Table excludes Azad Jammu and Kashmir and Gilgit Baltistan. Total includes six women whose husbands are sterilised, four women using emergency contraception, and one woman using the standard days method (SDM); it excludes women using the lactational amenorrhoea method (LAM).

Figure 7.5 Source of modern contraceptive methods

Percent distribution of current users of modern methods age 15-49 by most recent source of method



Note: Excludes Azad Jammu and Kashmir and Gilgit Baltistan

Investment Growth Potential

Based on the above tabular analysis for public, private, and commercial sectors, it is evident that there is huge potential for venture capitalists, pharmaceutical industry investors, and existing suppliers to benefit from the high Return on Investment (ROI) besides affording opportunity to attract foreign investment. The projections conducted above offer a promising ROI to the new entrants as well. The table below summarizes projected revenues till 2027.

Projected market till 2027 – Entire Country (Provinces + Regions)

Description	PKR in million	USD in Million
Public Sector	28,573	\$142
Private Sector/NGOs	30,092	\$149
Commercial Sector	7,509	\$37
Total	66,175	\$328

Projected market till 2027 – Punjab province

Description	PKR in million	USD in Million
Public Sector	18,289	\$91
Private Sector/NGOs	20,590	\$102
Commercial Sector	4,976	\$25
Total	43,855	\$218

Projected market till 2027 – Sindh province

Description	PKR in million	USD in Million
Public Sector	4,751	24
Private Sector/NGOs	6,180	31
Commercial Sector	1,399	7
Total	12,330	\$61

Projected market till 2027 – Khyber Pakhtunkhwa province

Description	PKR in million	USD in Million
Public Sector	3,715	18
Private Sector/NGOs	2,115	10
Commercial Sector	746	4
Total	6,577	\$32

Projected market till 2027 – KP province Newly Merged Districts

Description	PKR in million	USD in Million
Public Sector	64	\$0.32
Private Sector/NGOs	30	\$0.15
Commercial Sector	12	\$0.06
Total	106	\$1

Projected market till 2027 – Balochistan province

Description	PKR in million	USD in Million
Public Sector	687	3
Private Sector/NGOs	469	2
Commercial Sector	148	1
Total	1,304	\$6

Projected market till 2027 – AJK Region

Description	PKR in million	USD in Million
Public Sector	594	3
Private Sector/NGOs	175	1
Commercial Sector	98	0
Total	867	\$4

Projected market till 2027 – GB Region

Description	PKR in million	USD in Million
Public Sector	257	1
Private Sector/NGOs	38	0.2
Commercial Sector	38	0
Total	333	\$2

Projected market till 2027 – ICT Region

Description	PKR in million	USD in Million
Public Sector	216	1
Private Sector/NGOs	496	2
Commercial Sector	91	0
Total	803	\$4

It would be a prudent economic decision for the investors to tap into a largely expanding consumer market whose family planning needs must be domestically met through local production. It is a promising opportunity for the national pharmaceutical companies to step forward mobilizing their resources.

The first set of tables below contains national level tabular analysis of the internationally manufactured products and their projection as well as financial impact till 2027. The first table contains the commodities that are currently being procured from international market which includes condoms, intrauterine devices, and implants. A quick scan of the tabular analysis reveals that condoms alone are the big-ticket items, and a huge amount of financial allocation is required in the years to come to fulfil the requirements of the population using barrier method. Approximately PKR 34, 373 million would be required to provide condoms to the users. Though the share of intrauterine devices and implants in the table below is not substantial, however, the current shift from short acting method to long-acting methods may significantly impact the cost estimation which has been currently calculated at approximately PKR 12,053 million for intrauterine devices and 3,411 million for implants.

For Punjab approximately PKR 25,709million would be required to provide condoms to the users and PKR 7,461 million would be spent on providing intrauterine devices and 817 million on implants. Similarly, approximately PKR 4,512 million would be required to provide condoms to the users in Sindh and PKR 2,843 million would be spent on providing intrauterine devices and 2,347 million on implants. For Khyber Pakhtunkhwa approximately PKR 2,224 million would be required to provide condoms to the users besides spending PKR 1,368 million on intrauterine devices and 132 million on implants. Balochistan's share of condoms would be around PKR 628 million and for intrauterine devices it would be 69 million and for implants PKR 90 million would be needed. Similarly, for KP's Newly Merged District's share of condoms would be 57 million and for intrauterine devices it would be 15 million. For regions, approximately PKR 1,242 million would be required to provide condoms to users and PKR 298 million would be required on providing intrauterine devices and 25 million for implants.

Given the foregoing scenario, it is evident that a sizeable amount of business opportunity exists for the potential investors, pharmaceutical industry, and other entrepreneurs. It could also accrue financial benefits to the provincial and regional governments through local manufacturing of these commodities.

The local manufacturing will help in forestalling the incidence of stock-out and would ensure availability of supplies at the last mile besides contributing the national exchequer.

Within the tables below, there are commodities that are locally produced in Pakistan and these tables represent the commodities requirement till 2027. The estimated cost of these products for the entire country is approximately PKR 42,088 million for locally produced commodities.

INTERNATIONALLY AND LOCALLY MANUFACTURED CONTRACEPTIVE NATIONAL REQUIREMENT WITH COST -- 2022 TO 2027

Internationally Procured Contraceptives National Requirement with Cost -- 2022 to 2027 [1]									
S.No	Product	Public Sector			Private Sector			Commercial Sector	
		Quantity	Cost PKR millions	Cost USD millions	Quantity	Cost PKR millions	Cost USD millions	Cost PKR millions	Cost USD millions
1	Condom	1,378,931,741	12,919	64.1	1,873,516,085	17,553	87	3,900	19
2	POP	1,614,463	57	0.3	0	0	0	7	0
3	IUCD / Cu-T	10,197,704	2,747	13.6	0	0	0	352	2
4	Safeload	0	0	0.0	27,103,832	7,301	36	934	5
5	2 Month Inj.	5,041,873	1,092	5.4	3,188,330	691	3	228	1
6	1 Month Inj.	0	0	0.0	2,379,753	516	3	66	0
7	Implanon	557,385	1,173	5.8	66,036	139	1	168	1
8	Jadelle	586,612	941	4.7	480,535	771	4	219	1
9	Multiloal	1,807	0.49	0.00	2,369,463	638	3	82	0
10	Implanon NXT	33	0.1	0.000	0	0	0	0	0
11	Inj.- Sayana Press	51,908	4	0.0	0	0	0	1	0
Total			18,934	94		27,608	137	5,957	30
Estimated production value Pakistan market alone		PKR 52,500 million (\$261 million)							

[1] New method e.g., Sayana Press or change in method mix or production needs for other regional countries and markets will require adjustment

Locally Manufactured Contraceptives National Requirement with Cost -- 2022 to 2027 [1,2]									
S.No	Product	Public Sector			Private Sector			Commercial Sector	
		Quantity	Cost PKR millions	Cost USD millions	Quantity	Cost PKR millions	Cost USD millions	Cost PKR millions	Cost USD millions
1	COC	132,481,901	4,616	23	20,212,600	704	3	681	3
2	ECP	2,111,101	42	0	36,738,294	731	4	99	0
3	DMPA	63,481,305	4,981	25	13,359,407	1,048	5	772	4
Total			9,639	48		2,484	12	1,552	8
Estimated total Pakistan market for existing local production		PKR 13,675 million (\$68million)							

[1] New method e.g., Sayana Press or change in method mix or production needs for other regional countries and markets will require adjustment.

[2] Change in method mix, local market trend, and needs of exports will require adjustments.

INTERNATIONALLY & LOCALLY MANUFACTURED CONTRACEPTIVE PUNJAB REQUIREMENT WITH COST -- 2022 TO 2027

Internationally Procured Contraceptive Requirement with Cost -- 2022 to 2027[1]									
S.No	Product	Public Sector			Private Sector			Commercial Sector@13%	
		Quantity	Cost PKR millions	Cost USD millions	Quantity	Cost PKR millions	Cost USD millions	Cost PKR millions	Cost USD millions
1	Condom	996,020,381	9,332	46.3	1,436,590,947	13,460	66.80	2,917	14.48
2	POP	1,031,457	36	0	0	0	0.00	5	0.02
3	1 Month Inj.	0	0	0	1,708,311	370	1.84	47	0.24
4	2 Month Inj.	4,879,376	1,057	5	2,033,866	441	2.19	192	0.95
5	Cu-T	7,096,032	1,911	9.5	0	0	0.00	245	1.21
6	Multiloal	0	0	0.0	1,926,502	519	2.58	66	0.33
7	Safeload	0	0	0	15,532,846	4,184	20.76	536	2.66
8	Implanon	176,990	372	2	7,850	17	0.08	50	0.25
9	Jadelle	106,492	171	1	102,430	164	0.82	43	0.21
Total			12,880	63.92		19,154	95	4,100	20
Estimated production value Punjab market alone		PKR 36,134 million (\$ 179.3 million)							

[1] Change in method mix or production needs for other regional countries and markets will require adjustment.

Locally Manufactured Contraceptive Requirement with Cost -- 2022 to 2027[2]									
S.No	Product	Public Sector			Private Sector			Commercial Sector@13%	
		Quantity	Cost PKR millions	Cost USD millions	Quantity	Cost PKR millions	Cost USD millions	Cost PKR millions	Cost USD millions
1	COC	86,205,066	3,004	14.9	8,196,340	286	1.42	421	2.09
2	ECP	1,612,580	32	0.2	28,543,130	568	2.820	77	0.38
3	DMPA	30,248,118	2,373	11.8	7,414,878	582	2.89	378	1.88
Total			5,409	27		1,436	7.12	876	4
Estimated total market Punjab for existing local production		PKR 7,721 million (\$ 38.3 million)							

[2] Change in method mix, local market trend, and needs of exports will require adjustments

INTERNATIONALLY & LOCALLY MANUFACTURED CONTRACEPTIVE SINDH REQUIREMENT WITH COST -- 2022 TO 2027

Internationally Procured Contraceptive Requirement with Cost -- 2022 to 2027[1]									
S.No	Product	Public Sector			Private Sector			Commercial Sector@13%	
		Quantity	Cost PKR millions	Cost USD millions	Quantity	Cost PKR millions	Cost USD millions	Cost PKR millions	Cost USD millions
1	Condom	152,982,479	1,433	7.1	273,990,854	2,567	12.7	512	2.5
2	POP	87,521	3	0.0	0	0	0.0	0	0.0
3	1 Month Inj.	0	0	0.0	413,510	90	0.4	11	0.1
4	2 Month Inj.	19,833	4	0.0	519,149	112	0.6	15	0.1
5	Cu-T	1,214,200	327	1.6	0	0	0.0	42	0.2
6	Multiload	0	0	0.0	130,012	35.0	0.2	4	0.0
7	Safeload	0	0	0.0	8,011,050	2,158	10.7	276	1.4
8	Implanon	341,807	719	3.6	46,193	97	0.5	105	0.5
9	Jadelle	458,517	736	3.7	329,559	529	2.6	162	0.8
10	Inj. Sayana Press	51,908	4	0.0	0	0	0.0	1	0.0
Total			3,227	16.01		5,588	28	1,128	6
Estimated production value Sindh market alone		PKR 9,943 million (\$ 49 million)							

[1] Change in method mix or production needs for other regional countries and markets will require adjustment

Locally Manufactured Contraceptive Requirement with Cost -- 2022 to 2027[2]									
S.No	Product	Public Sector			Private Sector			Commercial Sector@13%	
		Quantity	Cost PKR millions	Cost USD millions	Quantity	Cost PKR millions	Cost USD millions	Cost PKR millions	Cost USD millions
1	COC	19,761,223	689	3.4	6,114,538	213	1.06	115	0.6
2	ECP	376,177	7	0.0	6,255,301	125	0.618	17	0.1
3	DMPA	10,553,061	828	4.1	3,237,002	254	1.26	139	0.7
Total			1,524	8		592	2.94	271	1
Estimated total market Sindh for existing local production		PKR 2,386 million (\$ 11.8 million)							

[2] Change in method mix, local market trend, and needs of exports will require adjustments.

**INTERNATIONALLY & LOCALLY MANUFACTURED CONTRACEPTIVE KHYBER
PAKHTUNKHWA REQUIREMENT WITH COST -- 2022 TO 2027**

Internationally Procured Contraceptive Requirement with Cost -- 2022 to 2027[1]									
S.No	Product	Public Sector			Private Sector			Commercial Sector@13%	
		Quantity	Cost PKR millions	Cost USD millions	Quantity	Cost PKR millions	Cost USD millions	Cost PKR millions	Cost USD millions
1	Condom	115,065,119	1,078	5.4	95,392,084	894	4.44	252	1.25
2	POP	234,936	8	0.000	0	0	0.00	1	0.01
3	1 Month Inj.	0	0	0	125,475	27	0.13	3	0.02
4	2 Month Inj.	78,325	17	0	515,669	112		16	0.08
5	Cu-T	1,336,048	360	1.79	0	0	0.00	46	0.23
6	Multiload	0	0	0.0	278,285	75	0.37	10	0.05
7	Safeload	0	0	0	2,887,594	778	3.86	100	0.49
8	Implanon	32,279	68	0.337			0.00	9	0.04
9	Jadelle	18,088	29	0.144	12,492	20	0.10	6	0.03
Total			1,560	7.70		1,905	9	444	2
Estimated production value KP market alone		PKR 3,909 million (\$ 18.8 million)							

[1] Change in method mix or production needs for other regional countries and markets will require adjustment

Locally Manufactured Contraceptive Requirement with Cost -- 2022 to 2027[2]									
S.No	Product	Public Sector			Private Sector			Commercial Sector@13%	
		Quantity	Cost PKR millions	Cost USD millions	Quantity	Cost PKR millions	Cost USD millions	Cost PKR millions	Cost USD millions
1	COC	18,756,305	653	3.2	2,010,407	70	0.35	93	0.46
2	ECP	84,959	2	0.008	711,118	14	0.07	2	0.01
3	DMPA	19,116,845	1,500	7.4	1,596,328	125	0.62	208	1.03
Total			2,155	11		209	1.04	303	2
Estimated total market KP for existing local production		PKR 2,667 million (\$ 13.2 million)							

[2] Change in method mix, local market trend, and needs of exports will require adjustments.

**INTERNATIONALLY & LOCALLY MANUFACTURED CONTRACEPTIVE KP NEWLY
MERGED DISTRICTS REQUIREMENT WITH COST -- 2022 TO 2027**

Internationally Procured Contraceptive Requirement with Cost -- 2022 to 2027[1]									
S.No	Product	Public Sector			Private Sector			Commercial Sector@13%	
		Quantity	Cost PKR millions	Cost USD millions	Quantity	Cost PKR millions	Cost USD millions	Cost PKR millions	Cost USD millions
1	Condom	2,755,808	26	0.1	2,675,841	25	0.12	7	0.03
2	POP	0	0	0.000	0	0	0.00	0	0.00
3	1 Month Inj.	0	0	0	3,294	1	0.00	0	0.00
4	2 Month Inj.	0	0	0	0	1	0.00	0	0.00
5	Cu-T	47,745	13	0.06	0	0	0.00	2	0.01
6	Multiload	0	0	0.0	2,557	1	0.00	0	0.00
7	Safeload	0	0	0	837	0	0.00	0	0.00
8	Implanon	0	0.0	0.000	0	0	0.00	0	0.00
9	Jadelle	0	0.0	0.000	0	0	0.00	0	0.00
Total			39	0.19		27	0.134	8	0.04
Estimated production value KP-NMD market alone		PKR 74 million (\$ 0.4 million)							

[1] Change in method mix or production needs for other regional countries and markets will require adjustment

Locally Manufactured Contraceptive Requirement with Cost -- 2022 to 2027[2]									
S.No	Product	Public Sector			Private Sector			Commercial Sector@13%	
		Quantity	Cost PKR millions	Cost USD millions	Quantity	Cost PKR millions	Cost USD millions	Cost PKR millions	Cost USD millions
1	COC	338,416	12	0.1	49,267	2	0.01	2	0.01
2	ECP	0	0	0.000	1,024	0	0.00	0	0.00
3	DMPA	166,667	13	0.1	16,287	1	0.01	2	0.01
Total			25	0.123		3	0.015	4	0.02
Estimated total market KP-NMD for existing local production		PKR 31 million (\$ 0.2 million)							

[2] Change in method mix, local market trend, and needs of exports will require adjustments.

INTERNATIONALLY & LOCALLY MANUFACTURED CONTRACEPTIVE BALOCHISTAN REQUIREMENT WITH COST -- 2022 TO 2027

Internationally Procured Contraceptive Requirement with Cost -- 2022 to 2027[1]									
S.No	Product	Public Sector			Private Sector			Commercial Sector@13%	
		Quantity	Cost PKR millions	Cost USD millions	Quantity	Cost PKR millions	Cost USD millions	Cost PKR millions	Cost USD millions
1	Condom	41,872,922	392	1.9	17,588,081	165	0.82	71	0.35
2	POP	164,308	6	0.029	0	0	0.00	1	0.00
3	1 Month Inj.	0	0	0	107,278	23	0.12	3	0.01
4	2 Month Inj.	64,157	14	0	105,431	23	0.11	5	0.02
5	Cu-T	101,449	27	0.14	0	0	0.00	3	0.02
6	Multiload	0	0	0.0	6,552	2	0.01	0	0.00
7	Safeload	0	0	0	119,158	32	0.16	4	0.02
8	Implanon	3,120	7	0.033	10,022	21	0.10	4	0.02
9	Jadelle	322	1	0.003	32,081	51	0.26	7	0.03
Total			446	2.22		317	2	98	0
Estimated production value Balochistan market alone		PKR 861 million (\$ 4.3 million)							

[1] Change in method mix or production needs for other regional countries and markets will require adjustment.

Locally Manufactured Contraceptive Requirement with Cost -- 2022 to 2027[2]									
S.No	Product	Public Sector			Private Sector			Commercial Sector@13%	
		Quantity	Cost PKR millions	Cost USD millions	Quantity	Cost PKR millions	Cost USD millions	Cost PKR millions	Cost USD millions
1	COC	3,490,015	122	0.6	3,189,384	111	0.55	30	0.15
2	ECP	29,045	1	0.003	684,584	14	0.07	2	0.01
3	DMPA	1,508,069	118	0.6	340,821	27	0.13	19	0.09
Total			241	1		151	0.75	50	0
Estimated total market Balochistan for existing local production		PKR 442million (\$ 2.2 million)							

[2] Change in method mix, local market trend, and needs of exports will require adjustments

INTERNATIONALLY & LOCALLY MANUFACTURED CONTRACEPTIVE AJK REGION REQUIREMENT WITH COST -- 2022 TO 2027

Internationally Procured Contraceptive Requirement with Cost -- 2022 to 2027[1]									
S.No	Product	Public Sector			Private Sector			Commercial Sector@13%	
		Quantity	Cost PKR millions	Cost USD millions	Quantity	Cost PKR millions	Cost USD millions	Cost PKR millions	Cost USD millions
1	Condom	39,186,303	367	1.8	7,364,747	69	0.34	56	0.28
2	POP	58,577	2	0.010	0	0	0.00	0	0.00
3	1 Month Inj.	0	0	0	10,025	2	0.01	0	0.00
4	2 Month Inj.	182	0	0	8,107	2	0.01	0	0.00
5	Cu-T	0	0	0.00	0	0	0.00	0	0.00
6	Multiload	220,399	59	0.3	7,200	2	0.01	8	0.04
7	Safeload	0	0	0	230,255	62	0.31	8	0.04
8	Implanon	1,967	4	0.021	1,972	4	0.02	1	0.01
9	Jadelle	1,184	2	0.009	0	0	0.00	0	0.00
Total			435	2.16		141	1	74	0.37
Estimated production value AJK market alone		PKR 649 million (\$ 3.2 million)							

[1] Change in method mix or production needs for other regional countries and markets will require adjustment.

Locally Manufactured Contraceptive Requirement with Cost -- 2022 to 2027[2]									
S.No	Product	Public Sector			Private Sector			Commercial Sector@13%	
		Quantity	Cost PKR millions	Cost USD millions	Quantity	Cost PKR millions	Cost USD millions	Cost PKR millions	Cost USD millions
1	COC	2,142,801	75	0.4	280,289	10	0.05	11	0.05
2	ECP	174	0	0.000	143,395	3	0.01	0	0.00
3	DMPA	1,074,648	84	0.4	276,020	22	0.11	14	0.07
Total			159	1		34	0.17	25	0.12
Estimated total market AJK for existing local production		PKR 218 million (\$ 1.1 million)							

[2] Change in method mix, local market trend, and needs of exports will require adjustments.

INTERNATIONALLY & LOCALLY MANUFACTURED CONTRACEPTIVE GB REGION REQUIREMENT WITH COST -- 2022 TO 2027

Internationally Procured Contraceptive Requirement with Cost -- 2022 to 2027[1]									
S.No	Product	Public Sector			Private Sector			Commercial Sector@13%	
		Quantity	Cost PKR millions	Cost USD millions	Quantity	Cost PKR millions	Cost USD millions	Cost PKR millions	Cost USD millions
1	Condom	16,991,947	159	0.8	945,745	9	0.04	22	0.1
2	POP	0	0	0.000	0	0	0.00	0	0.0
3	1 Month Inj.	0	0	0	0	0.0	0.00	0	0.0
4	2 Month Inj.	0	0.0	0	0	0.00	0.00	0	0.0
5	Cu-T	34,693	9	0.05	0	0	0.00	1	0.0
6	Multiload	0	0	0.0	1,289	0	0.00	0	0.0
7	Safeload	0	0	0	71,852	19	0.10	2	0.0
8	Implanon	0	0.0	0.000	0	0	0.00	0	0.0
9	Jadelle	0	0.0	0.000	0	0	0.00	0	0.0
Total			169	0.84		29	0	25	0.1
Estimated production value GB market alone		PKR 222 million (\$ 1.1 million)							

[1] Change in method mix or production needs for other regional countries and markets will require adjustment

Locally Manufactured Contraceptive Requirement with Cost -- 2022 to 2027[2]									
S.No	Product	Public Sector			Private Sector			Commercial Sector@13%	
		Quantity	Cost PKR millions	Cost USD millions	Quantity	Cost PKR millions	Cost USD millions	Cost PKR millions	Cost USD millions
1	COC	1,241,242	43	0.2	44,630	2	0.0	6	0.0
2	ECP	0	0	0.000	11,653	0	0.0	0	0.0
3	DMPA	581,579	46	0.2	97,630	8	0.0	7	0.0
Total			89	0		9	0.05	13	0.06
Estimated total market GB for existing local production		PKR 111 million (\$ 0.6 million)							

[2] Change in method mix, local market trend, and needs of exports will require adjustments.

INTERNATIONALLY & LOCALLY MANUFACTURED CONTRACEPTIVE ICT REGION REQUIREMENT WITH COST -- 2022 TO 2027

Internationally Procured Contraceptive Requirement with Cost -- 2022 to 2027[1]									
S.No	Product	Public Sector			Private Sector			Commercial Sector@13%	
		Quantity	Cost PKR millions	Cost USD millions	Quantity	Cost PKR millions	Cost USD millions	Cost PKR millions	Cost USD millions
1	Condom	14,056,781	132	0.7	38,967,786	365	1.81	64	0.3
2	POP	37,664	1	0.007	0	0	0.00	0	0.0
3	1 Month Inj.	0	0	0	10,851	2	0.01	0	0.0
4	2 Month Inj.	0	0.0	0	3,462	1	0.00	0	0.0
5	Cu-T	147,138	40	0.20	0	0	0.00	5	0.0
6	Multiload	0	0	0.0	17,067	5	0.02	1	0.0
7	Safeload	0	0	0	250,239	67	0.33	9	0.0
8	Implanon	1,222	3	0.013	0	0	0.00	0	0.0
9	Implanon NXT	33	0	0.000	0	0		0	0.0
10	Jadelle	2,008	3	0.016	3,974	6	0.03	1	0.0
Total			179	0.89		447	2	80	0.40
Estimated production value ICT market alone		PKR 705 million (\$ 3.5 million)							

[1] Change in method mix or production needs for other regional countries and markets will require adjustment

Locally Manufactured Contraceptive Requirement with Cost -- 2022 to 2027[2]									
S.No	Product	Public Sector			Private Sector			Commercial Sector@13%	
		Quantity	Cost PKR millions	Cost USD millions	Quantity	Cost PKR millions	Cost USD millions	Cost PKR millions	Cost USD millions
1	COC	546,833	19	0.1	327,744	11	0.06	4	0.0
2	ECP	8,167	0	0.001	388,090	8	0.04	1	0.0
3	DMPA	232,317	18	0.1	380,441	30	0.15	6	0.0
Total			37	0		49	0.24	11	0
Estimated total market ICT for existing local production		PKR 98 million (\$ 0.5 million)							

[2] Change in method mix, local market trend, and needs of exports will require adjustments

Whereas the tables below contain analysis of local production of COC, ECP, and DMPA by Zafa and Hensel. In 2014-15, the Government of the Punjab procured locally produced contraceptives (COC, ECP and DMPA) worth PKR 595 million. The following year, KP, Punjab and Sindh procured the products of worth PKR 536 million. During the fiscal year 2016-17, all four provinces sourced the locally produced contraceptives worth PKR 775 million. In addition to the national level analysis, the four tables below contain provincially desegregated costs on yearly basis as per their procurement on the locally produced commodities.

Year	PKR in million	USD in million
2014-15	595	5.67
2015-16	536	5.10
2016-17	775	7.38
Total	1,906	18.15

Punjab's Cost on locally produced products

Year	PKR in million	USD in million
2014-15	595	5.66
2015-16	119	1.12
2016-17	229	2.18
Total	943	8.96

Sindh's Cost on locally produced products

Year	PKR in million	USD in million
2015-16	274	2.6
2016-17	347	3.3
Total	621	5.9

Khyber Pakhtunkhwa's Cost on locally produced products

Year	PKR in million	USD in million
2015-16	40	0.38
2016-17	39	0.37
Total	79	0.75

Balochistan's Cost on locally produced products

Year	PKR in million	USD in million
2016-17	54.49	0.51

The main barriers impeding local production have been a high dependency on external aid for contraceptives and fragmentary cooperation between local manufacturers, technical and development partners, and national authorities. Therefore, a significant degree of coherence across health, trade, investment and intellectual property areas is essential for Pakistan to reap the maximum benefit of a viable pharmaceutical sector particularly in family planning commodities. This would result in significant saving in public funds and would ensure sustainable and uninterrupted supply of FP commodities.

Restraining the unprecedented population growth, and ultimately harmonizing it to a tolerable level requires multipronged strategies focused on ensuring commodity security of FP goods. Since Pakistan aims to achieve targets of universal access of FP commodities, the provincial governments have ramped up their financial allocations for the procurement of contraceptives. Other concomitant efforts of removing structural barriers to access and strengthening of overall health systems are also underway.

Producing a full range of the family planning commodities to be procured by the provincial governments in Pakistan in the years to come is economically viable and less risky from a market niche perspective. In the wake of the new census figures ringing alarm bells in terms of unprecedented growth, the investment climate for such investment seems highly conducive for local production of contraceptives that are currently being imported from the international market.

Way Forward

1. The PPW should arrange meetings with potential local manufacturers and pharmaceutical industries to stir private sector interest, attract investments in local production of contraceptives and devise a roadmap. The roadmap will aim on how the M/o NHR&C / PPW can facilitate and assist the local interested manufacturers in registration, licensing of contraceptive products, rebates on import of machinery and equipment, and waivers on commercial taxes. The GHSC-PSM project will provide technical support to the PPW for arranging the meetings.
2. The PPW should coordinate with all provincial governments to partner with them and to solicit their commitments to purchase the contraceptives from the potential local investors. If there is no commitment on the part of the provincial governments to give confirmed business to the potential investors, the likelihood of investment in local manufacturing of contraceptives would be minimal.

Annexure- I: PPW request for commissioning study

No.12-2/2017-P&S
GOVERNMENT OF PAKISTAN
M/O NATIONAL HEALTH SERVICES, REGULATIONS & COORDINATION
(Population Programme Wing)
10th Floor, Shaheed-e-Millat Secretariat

Islamabad, the 26th April 2017

Subject:- REQUEST FOR COMMISSIONING OF FEASIBILITY STUDY ON THE MANUFACTURING OF CONTRACEPTIVES IN PAKISTAN

Dear Ms. Monica Villanueva,

Please recall our meeting of 16th March 2017. This meeting was followed up by another meeting with the Technical Team of USAID Global Health Supply Chain Programme on 22nd March 2017. As an outcome of the aforesaid meetings, the following are identified components / dimensions of the feasibility study:-

S.No.	Area of Technical Assistance	Responsibility
i.	Desk review outlining existing method mix, including quantities ordered and consumed over the past 10 years.	Global Health Supply Chain Programme (GHSCP).
ii.	The projection of the demand of the method mix till 2030 while keeping in view: a. Pakistan commitments in FP 2020; b. Vision 20205 and SDGs;	
iii.	Provincial preparedness for procurement in terms of their choice, method-mix requirements and funding allocation for contraceptive procurement as reflected in their CIPs.	
iv.	Writing a letter of intent to private sector / pharmaceutical companies.	Population Programme Wing (PPW)
v.	Holding a briefing session with short-listed / interested organizations and invite their technical proposals to determine potential investments to gain access to internal and external markets and commercial advantage.	Population Programme Wing supported by Global Health Supply Chain Programme.
vi.	Evaluation of Technical proposal and award of contract. Coordinate and sign MoUs with the Provincial Government(s) for obtaining of commitment to purchase contraceptives from potential investors.	Committee chaired by: * Additional Secretary Members: * DG (Population) * DG (Health) * Country Director (GHSCP).
vii.	Facilitate interested firms on the following: a. Facilitating registration and licensing. b. Rebate on import of machinery / equipment.	
viii.	Concession / waivers on commercial taxes.	

2. We will appreciate if USAID may engage an appropriate organization / consultant to carry out the feasibility study.

With best regards,

Yours faithfully,


(ABDUL GHAFFAR KHAN)
Director General (P)
Ph.9216280

Ms. Monica Villanueva

MCH Team Leader

USAID Office

Islamabad

Copy to:-

1. SPS to Secretary, M/o NHR&C, Islamabad
2. Dr. Muhammad Tariq, Country Director, Global Health Supply Chair Programme – Procurement and Supply Management, Islamabad


Director General (P)

Annexure- II: USAID Pakistan concurrence to the PPW request



USAID | PAKISTAN
FROM THE AMERICAN PEOPLE

May 09, 2010

Mr. Abdul Ghaffar Khan
Director General,
Population Program Wing
Ministry of National Health Services, Regulations and Coordination
LG&RD Complex, G-5/2,
Islamabad

Subject: Request for Commissioning of Feasibility Study on the Manufacturing of Contraceptives in Pakistan

Dear Mr. Khan,

Thank you for your letter dated April 26, 2010 requesting USAID to engage an appropriate consultant to carry out the feasibility study on the manufacturing of contraceptives in Pakistan. USAID is happy to provide technical assistance for this request through the Procurement & Supply Management (PSM) project. We have advised the PSM project to work closely with you and the Population Programme Wing (PPW) to carry out and complete the requested feasibility study as outlined in your letter.

We look forward to greater future collaboration.

Sincerely,

Monica Villanueva
MCH Team Lead/USAID Pakistan

Copy for information:

1. Dr. Assad Hafeez, Director General, MoNHSR&C Islamabad
2. Sargita Patel, Director Health Office, USAID Pakistan, Islamabad
3. Dr. Muhammad Tariq, Country Director, USAID GHSC-PSM, Islamabad

