



In April 2025, for its first Sustainable Markets Convening, RVMC convened a broad range of stakeholders to discuss predictable and sustainable demand for regionally produced vaccines as a critical element for realizing a sustainable regional vaccine manufacturing (RVM) ecosystem. The meeting had the following goals:

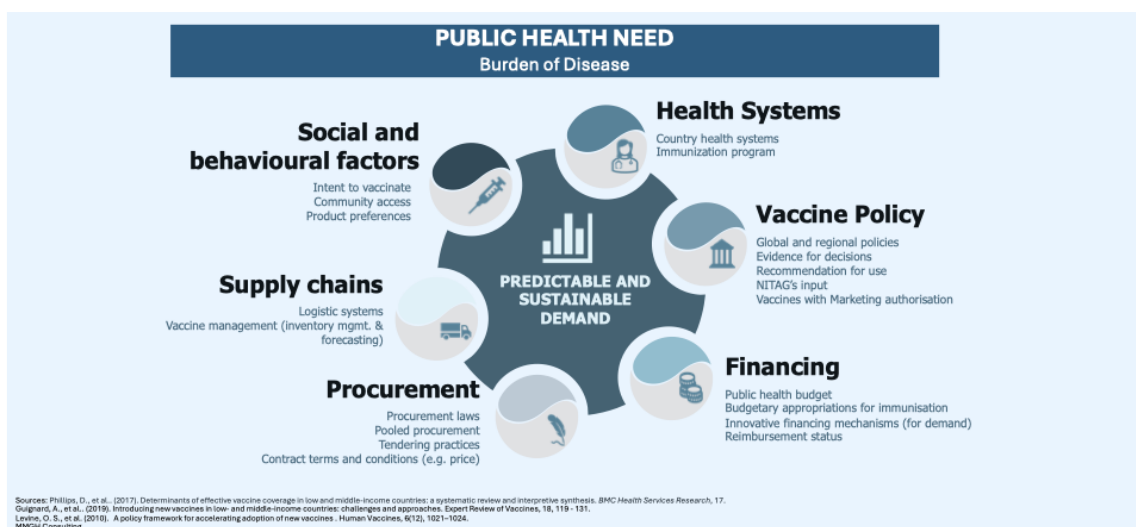
- Agreeing on the next steps to achieve predictable demand for regionally produced vaccines
- Balancing global, regional, and national priorities
- Facilitating knowledge exchange
- Strengthening the vaccine ecosystem

Throughout the convening, different dimensions of demand and their contribution to achieving sustainable RVM were considered: demand for immunisation generated at the community level and supported by policy decisions; its consolidation at the national level into country demand for vaccines once financing is available; the translation of this demand into concrete procurement and market actions. Vaccine demand may further be aggregated at the regional and/or global level; pooled procurement is one of the processes to perform this consolidation.

The contributions of the presenters aimed at:

- Articulating a vision of future sustainable markets for RVM, contributing to improved health outcomes, improving equitable access and securing regional preparedness for outbreaks, epidemics and pandemics.
- Creating a common understanding of the conditions required to achieve sustainable and predictable demand, including a focus on successes of existing global mechanisms and processes and a country perspective highlighting the importance of political will and political agency across all stakeholders.
- Sharing status on regional efforts with a focus on demand, pooled procurement and RVM.
- Exploring the interplay between financing and demand – how financing for vaccine procurement both contributes to and depends on achieving predictable and sustainable demand.

- Discussing other country and regional factors that foster sustainable and predictable demand, such as political will, community engagement and predictability for geographically diversified vaccine manufacturers.



## Key Themes

Several key themes emerged throughout the convening:

**Political will** is critical for financing and decisions regarding vaccine demand, specifically for regionally produced vaccines. However, commitments and political will at the highest levels alone are not sufficient; they need to translate into policies, investments, and field implementation, requiring actions across stakeholders and at all levels.

**Competition exists for funds between and beyond health programs.** In the specific, the prevention of vaccine-preventable diseases (VPDs) is just one of the many priorities of different ministries and programs. A multisectoral / multi-stakeholder approach is required to ensure the appropriate prioritisation of immunisation and its integration with demand for other medical products.

**Timing and sequencing of activities** need to be considered when assessing sustainability and predictability of demand for regionally produced vaccines. The dynamics of VPDs epidemiology, vaccine production, and legislative efforts call for a longer-term perspective. At the same time, acceleration is necessary along specific axes such as the transition of political will into action, regulatory approvals, time to market and technology transfers.

**Regional roadmaps** are required that capture and ensure coordination of the different activities and serve as foundation to long term resource commitments. Incremental approaches capable of delivering some required early wins should be considered, such as focusing sub-regionally and then moving to a regional or continental approach (for example, for demand consolidation and procurement).

**Collaboration within and across regions** is going to be vital across multiple aspects: learning exchanges, capacity building, coordination of procurement and investments. Global partners have also a role to play in facilitating collaboration and building capacity.

A **strong business case** is required for manufacturers and financiers to confirm the financial viability of investments in vaccine manufacturing which are sizeable and require a long time to produce a return. Vaccine demand is the most critical contributor to the positive outlook of those business case.

**Building trust** among the key stakeholders is essential for the achievement of predictable and sustainable demand for regionally produced vaccines of assured quality and subsequently a successful distributed vaccine manufacturing ecosystem that fulfils regional needs and aspirations.

**Pooled procurement is important but not sufficient on its own to translate into a regionalised manufacturing ecosystem.** Both regional and global pooled procurement mechanisms can support RVM. Achieving this requires the implementation of incentivized or preferential procurement for regional products and collaboration at both the regional and the global level. This requires resolving several trade-offs. Additionally, pooled procurement needs to be complemented **with technical cooperation to generate demand and strengthen and facilitate regulatory oversight for regionally manufactured vaccines.**

## Commitments

The meeting concluded with commitments for actions from stakeholders to continue to engage and operationalize activities related to sustainable and predictable demand as a contributing factor for RVM:

- Continue efforts to support independent, evidence-based decisions and prioritisation through NITAGs and evidence to inform demand generation
- Expand contributions to demand generation across multiple dimensions (improved forecasting, strengthening of confidence in vaccines in the community)
- Strengthen the collaboration across regions (more in-depth discussion on regional and global approaches, more technical discussions to share experiences)
- Strengthen market intelligence with global and regional lenses, including to support aspiring manufacturers and advising on domestic expenditures for immunisation
- Facilitate partnership building and early engagement with African manufacturers
- Integrate communities working on vaccination and those working on regional vaccine manufacturing.

### **RVMC shared its main line of actions for the next 12 months:**

- Maintain its commitment of supporting regions to drive forward their agenda of regionalized vaccine manufacturing
- Collaborate with global mechanisms to facilitate alignment and coordination with regional initiatives
- Facilitate the establishment of working groups to coordinate partners within regions, as well as between regions to address emerging themes from this conference
- Start monitoring on what progress looks like across the 8 pillars of RVMC's Framework for three regions – Africa, Latin America and the Caribbean, and Southeast Asia, including on efforts to strengthen sustainable and predictable demand.

## Acknowledgements

The Regionalized Vaccine Manufacturing Collaborative would like to extend a sincere thank you to our partners for this convening, especially MMGH Consulting, for their work to make this event a success and the drafting of this report.



You can connect with the RVMC team on; our [Website](#), [LinkedIn](#), [BlueSky](#) or [X](#) account.

You can also find a link to our latest publication '[Our vision for Regionalised Vaccine Manufacturing](#)'.