



Reshaping the Clinical Trials Landscape in sub-Saharan Africa

Q: How can we reassure Big Pharma multinational companies that conducting clinical trials in Africa is feasible?

A: This requires addressing several key concerns: infrastructure, regulatory environment, participant recruitment, ethical standards, and local partnerships. We can:

1. Highlight successes
2. Showcase healthcare facilities, Research Centres
3. Introduce Regulatory bodies and emphasize AMA and AVAREF commitments
4. Diverse Populations
5. Highlight IRB's EC's
6. Efficient Supply Chain
7. Showcase successes of NGO's and Funders

Q: I presume you work with all the major courier sample vendors such as World Courier, Marken, etc?

A: Correct - We work with all our clients approved courier vendors for samples. The client needs to prescribe CryoSure as the 'Vessel of Choice'.

Q) Any plans to establish a custom bonded depot in Nigeria to serve as the gateway west African region?

We are currently in final discussions with NAFDAC Regulatory Authorities and other stakeholders in Nigeria to finalise a seamless (and economical) distribution solution to serve ECOWAS.

Q) What is the level of your capabilities in executing Site to Patients deliveries and returns?

Site-to-patient deliveries and returns can be performed, provided that this is written into the Protocol and approved by the regulatory authority in the country. This is typically limited to Urban Areas in African States where approved logistics providers can perform this service. Remote areas become more challenging where alternative forms of transportation need to be considered. We too, need to fully understand the scope of work in both circumstances.

Q: When the Kenya depot is set-up do we need to tell you all the countries we will be going to, or can we add additional countries.

A: Our Kenya depot is fully operational. You can add additional countries as clients come on board.

Q: Thanks for the presentation, very exciting progress overcoming the current challenges within the region. I am interested in understanding what benefits the Kenyan depot has as a regional distributor to other countries such as Ghana or Nigeria. Would an import permit be required for both countries or would an agreement be possible to only require one?

A: Kenya Depot has the distinct benefit as a distribution hub for the whole of Africa. Imports into Ghana require an Import Permit for EACH shipment. Imports into Nigeria require ONE import for the duration of the Clinical Trial. We have an IoR in each of these countries who will facilitate the applications.

Q: The video stated that GDP certification was being awaiting - please elaborate.



A: Thanks for noticing. The video was shot on the 100th day after we started building and renovating in June 2021. We received our GDP License on 20 Aug 2021.

Q: [What guarantees can you give?](#)

A: There are never any guarantees. However, we certainly can provide detailed KPI's that our IN2Africa business model works.