



MedAccess



*Harnessing  
Innovative Finance  
for a Healthier Future*

# Shifting landscapes, new priorities



***The tectonic plates of global health have shifted. This is a generational opportunity to build stronger health markets – delivering medicines reliably and affordably to those who need them.***

– Michael Anderson, Chief Executive Officer



The tectonic plates of global health have irreversibly shifted. The architecture that underpins it is changing, as are many of the organisations that built it. Donor funding has fallen sharply. And countries are taking bold steps towards health sovereignty.

This is a generational opportunity to build stronger health markets – delivering medicines reliably and affordably to those who need them. As health sovereignty sharpens priorities, countries will lead on finance, delivery and local manufacturing. Global and regional organisations will evolve to support and facilitate country efforts. Investment partners like MedAccess can be critical to catalyse scale and innovation across national boundaries. In this new, locally-driven era, government health systems will need

to secure the maximum health from stretched resources. At the same time private providers and faith-based organisations can play a bigger role by adapting the strategic procurement and market-shaping methods more familiar to public systems.

The transition towards health sovereignty is not risk-free. Many countries have already moved away from donor support, creating health systems and national insurance schemes that provide reliable access to care. But many more have not. Global solidarity will be critical, particularly in places affected by conflict, low incomes and pandemics.

Patients and health professionals rightly demand that health products should be available and affordable. They require access to new products that prevent

and treat illnesses more successfully or cause fewer side effects, as well as proven solutions that have already benefitted millions of people. Today, many health product markets fail to deliver these objectives.

Done well, innovative finance can rewire failing markets. Over the past 30 years, market-shaping finance has gone from academic ambition to a powerful force. When risks are covered, manufacturers will act decisively so that supplies can reach people with the greatest need, not just those with the deepest pockets.

No two health systems are the same. Tailored financial tools are needed to target specific pricing, demand and supply barriers that create markets that fail to meet patients' needs.

## ***Why is health progress under threat?***

Health gains in low- and middle-income countries, once taken as a steady march forward, are now under threat. Long-standing weaknesses persist: too many people find basic medical products too costly; supply chains remain fragile; and frontline services struggle with tight budgets and overstretched workforces. New dangers are gathering speed. Climate change is shifting disease patterns, drug resistance is undermining the effectiveness of long-trusted medicines and outbreaks spread faster than systems can respond. Funding is tightening, leaving governments and

global health organisations unsure how far they can plan ahead. Meanwhile, innovation races on. New tools appear each year, but without stronger markets, clearer policies and faster routes to scale, they may take many years to reach the countries that need them most. The danger is simple: the gap between discovery and access is widening – and unless it is closed, recent progress could stall or slide sharply backwards.

# A turning point in health access



*We focus energy where we can unlock the greatest change and back solutions that strengthen and sustain locally-owned systems.*

– Dr Tristana Perez, Head of Impact



New resolve and fresh ideas are taking hold. Many countries are pushing for stronger, fairer and more self-reliant health systems. This creates a rare chance not only to respond to growing strain, but to back systems built and steered by the people who rely on them.

In this new era of shifting health landscapes and tighter resources, there is an extraordinary opportunity for impact at scale. MedAccess is ready to meet this moment. We focus energy where we can unlock the greatest change and back solutions that strengthen and sustain locally-owned systems.

Innovative finance for market shaping can help shift existing structures toward a new balance: higher volumes, lower prices, and new ways to buy and supply health products. By shouldering market risks in a changing landscape, MedAccess can be a catalyst for system-level evolution, shifting towards sustainable health systems that meet the needs of patients with effective products.

To do this, we will need to target more capital where it is needed. Working closely with British International Investment (BII), we will expand our offer while continuing to deploy our proven finance products creatively. This gives us a stronger range of tools to secure supply and negotiate affordable prices.

	Early Market Shaping	Future Market Shaping
 <p><b>Market Shapers</b></p>	<ul style="list-style-type: none"> <li>▶ Global health organisations</li> <li>▶ Donors</li> <li>▶ UN bodies</li> </ul>	<ul style="list-style-type: none"> <li>▶ Governments</li> <li>▶ Regional health bodies</li> <li>▶ Catalytic global health organisations</li> <li>▶ Donors</li> <li>▶ Public and private health insurers</li> </ul>
 <p><b>Tools</b></p>	<ul style="list-style-type: none"> <li>▶ Global pooled procurement</li> <li>▶ Advance Market Commitments</li> <li>▶ IFFIm</li> </ul>	<ul style="list-style-type: none"> <li>▶ Global and regional pooled procurement</li> <li>▶ Volume guarantees</li> <li>▶ Working capital</li> <li>▶ Advance purchase commitments</li> <li>▶ Procurement guarantees</li> <li>▶ Diversified payment models</li> </ul>
 <p><b>Products</b></p>	<ul style="list-style-type: none"> <li>▶ Vaccines</li> <li>▶ Infectious disease products</li> </ul>	<ul style="list-style-type: none"> <li>▶ Vaccines</li> <li>▶ Infectious disease products</li> <li>▶ Non-communicable disease products (e.g. cancer, diabetes)</li> <li>▶ AI-enabled medical devices</li> </ul>

Our approach is shaped by **five priority areas where MedAccess can have the greatest impact today** – areas where the need is clear, the will for change is growing and our approach can help countries build the foundations for long term access.

1

### Strengthen regional manufacturing

**Most African countries rely heavily on imported health products, leaving them vulnerable when global supply chains falter.** MedAccess works to grow local and regional manufacturing and reduce dependence on international supply. Through guaranteed market commitments and access to growth capital, we give manufacturers the confidence and resources to scale production and strengthen supply security.



2

### Build next-generation procurement systems

**The way that medicines are sourced and purchased is a powerful lever for countries to strengthen health sovereignty and expand fair access.** MedAccess can help accelerate procurement and financing models that drive country-ownership, resilience and long-term sustainability. By supporting locally-driven approaches – including regional and private sector-led pathways – we help countries to stay firmly in the driver's seat.



3

### Enhance domestic and private financing

**Dangerous gaps in health financing are emerging and tightening budgets are forcing difficult choices.** MedAccess will partner with public and private sector actors to co-create smarter procurement and payment models that stretch domestic health budgets further. Using tailored financial structures, we'll help countries get better value for money, unlocking access, efficiency and long-term financial sustainability.



4

### Accelerate innovation uptake

**In low-resource settings, groundbreaking health innovations often arrive years too late.** MedAccess provides guarantees to validate market potential in uncertain settings, giving innovators the confidence to enter new markets. We provide demand visibility and cover the risk of slow early-stage introduction and scale-up.



5

### Scale proven solutions

**Life-saving health products with decades of evidence remain out of reach for millions.** Too often, proven tools sit on shelves because they're unaffordable, poorly adapted for low-resource systems or impossible to deliver in hard-to-reach areas. But MedAccess uses guarantees to reduce risks and lower prices, meaning countries can adopt proven products faster and at scale.



# Creative finance to unlock access



*Health markets fail in different ways. Real impact comes from matching the right instrument to the barrier holding a market back and shaping it to the realities of that market.*

– Dr Michelle Teo, Chief Investment Officer

There is no single financing solution for scaling health products. Impact comes from matching the right instruments to each market's unique barriers, responding to how markets actually function, rather than applying a one-size-fits-all approach.

As external funding declines, innovative finance will play an increasingly important role in reducing uncertainty and stabilising markets for suppliers and buyers. MedAccess stands ready to develop and deploy new instruments alongside proven tools – such as volume guarantees – to accelerate health impact.

Our innovative finance toolkit includes three core instruments. Each one can be tailored to address specific market barriers.



## **Innovative finance crafted with imagination:**

We use our capital intentionally, designing bespoke financial tools that cut costs, encourage investment, stabilise supply and unlock access to health products where traditional finance stalls.

## **Flexible tools deployable across borders, health areas and product types:**

We work with governments, global health organisations, the private sector and manufacturers worldwide to accelerate access to vaccines, diagnostics, treatments and other interventions – such as mosquito nets – in more than 100 countries.

## **Tailored solutions shaped by a unique blend of expertise:**

Our team brings extensive market insights, technical knowledge and experience from across global health, finance and market shaping. We understand the barriers that block access and the levers that unlock it.



## **Volume guarantees:**

We guarantee demand for products in uncertain markets, reducing risk for manufacturers. This gives them the confidence to scale production, enter new markets and price products more affordably.

## **Procurement guarantees:**

We provide flexible guarantees that can be deployed across the procurement chain, reducing risks for purchasers and intermediaries. This enables them to commit to procuring essential health products, helping ensure reliable supply and expand access.

## **Loans:**

We provide loans to companies that lack access to suitable financing, enabling them to expand production and strengthen supply.

## **Blended finance boosting impact: Unlocking access with British International Investment**



Our close working relationship with our shareholder, BII, is built on a shared commitment to accelerate impact by expanding access. BII's steadfast support enables MedAccess to deploy innovative finance tools tailored to market needs. Combining MedAccess' market shaping insights and financial expertise with BII's global investment platform, the partnership can mobilise a mix of guarantees,

debt and equity, with MedAccess deploying guarantees and debt and BII providing equity.

This collaboration is particularly powerful in supporting local and regional manufacturers in BII priority countries. By aligning our efforts, we achieve greater scale, reduce risk and strengthen local supply chains.



# Partnering for results



*Real progress comes when partners bring their craft, their insight and their reach to a shared goal.*

– Thili Sutharson, Health Investment Associate



Partnership powers every MedAccess agreement. We work in a complex ecosystem where manufacturers, governments, purchasers, regulators and global health organisations each bring resources and expertise that others rely on. We sit in the middle of that system – close enough to understand what each partner needs, and independent enough to help shape solutions that work for all sides.

But we know that no single organisation can fix the barriers to access on its own. Real progress comes when partners bring their craft, their insight and their reach to a shared goal. As the world shifts – with new products, new opportunities and new market pressures – the partnerships we build will need to widen too. Closer work with countries, regional bodies and private-sector players will be vital. Partnership isn't just how we work at MedAccess; it's the force that turns bold ideas into real-world impact.



**For manufacturers:**  
We reduce risk and create viable markets



Innovative healthcare companies, generic drug and device manufacturers, emerging biotechs, local manufacturers



**For purchasers:**  
We enable access to affordable products



Country health systems, global and regional pooled procurement agencies, private hospitals, in-country distributors, national health insurers, faith-based organisations



**For global health partners:**  
We deliver sustainable solutions to drive system-level change



UN organisations, public-private partnerships, product development partnerships, health-focused funders



MedAccess was founded by BII, the UK's development finance institution, in 2017. BII is our anchor investor, with \$170 million paid-in capital.



In 2025, the European Investment Bank announced a guarantee agreement worth up to €52 million, which will enable MedAccess to pursue more volume guarantees for the health sector in Africa.



Support from the UK's Foreign, Commonwealth & Development Office, the Gates Foundation and Wellcome Trust enables us to scope, negotiate and execute financing agreements.

# MedAccess is primed to play a key role in the response



*Our experience, creativity and practical solutions help countries shape their own path.*

– Kaodili Udeh, Health Investment Manager, Head of Regional Manufacturing

MedAccess' approach has been grounded in creativity, responsiveness and collaboration. We combine these qualities with powerful innovative finance tools to shape markets and accelerate access to affordable health products. Together, they fuel our ambition to build healthier, more resilient futures for the communities and health systems we serve.

**We bring trust and new ideas to help countries grasp new opportunities.** We have a track record of shaping markets to stabilise weak supply and secure affordable prices. Partners trust us because we keep our word and we get things done. But the world is shifting fast and past approaches are no longer enough. As countries take more control of their own health systems, new financing needs will appear. This brings opportunities to apply our tools to new products and markets, and to develop new tools where gaps remain. Our experience, creativity and practical solutions help countries shape their own path in this new era.

**We are country-focused and flexible.** We start with what countries need, not with a ready-made plan. We listen, learn and shape each deal to overcome unique market barriers. Our lean structure allows us to move fast and adapt as conditions change. That keeps us in step with real needs on the ground. As more countries come to steer their own health systems, they will need flexible partners who can back their drive for better care. We are that partner.

**We are strong, secure and built to act.** We stand on firm foundations. BII backs us with \$170 million, which gives us real strength and room to act. Our ways of working are tight, clear and proven, and we are broadening our funding so we can go further and reach more people. Our robust financial position allows us to move with purpose, take bold steps and back countries as they build their own health systems. We are built for the long-term and are committed to staying the course with our partners. And we are here not just to navigate the new global health landscape, but to shape it.

MedAccess is assessing how innovative finance could help expand access by supporting a range of emerging mechanisms and products that might benefit from new and creative approaches:



## Strengthen regional manufacturing

- ▶ Local medical oxygen production
- ▶ Responsive vaccine manufacturing
- ▶ Medical consumables



## Build next-generation procurement systems

- ▶ Regional pooled procurement
- ▶ Private procurement platforms



## Enhance domestic and private financing

- ▶ AI-enabled medical devices
- ▶ Highest burden cancer treatments
- ▶ Expanded insurance provision



## Accelerate innovation uptake

- ▶ Tuberculosis vaccines
- ▶ Novel antibiotics
- ▶ HIV prevention



## Scale proven solutions

- ▶ Mental health therapies
- ▶ Pharmaceutical-grade nutrition supplements
- ▶ Diabetes treatment and glucose monitoring devices

