**Benzathine Penicillin G (BPG) – Proposed discussion guide [MANUFACTURER]**

Clinton Health Access Initiative –July 2016

**High level questions**

* Has [Manufacturer] experienced disruptions to its supply of either BPG API and/or Finished Products? If no, is [Manufacturer] aware of other market disruptions and what is known?
* How relatively attractive is the BPG API and/or Finished Product market for [Manufacturer]? How does production capacity and commercial opportunity for BPG fit within priorities? What changes would make this market more commercially attractive for [Manufacturer]?
* What are the market dynamics for BPG? How fragmented or concentrated is demand – both in terms of numbers of major buyers and levels of commercial intermediaries?
* What are [Manufacturer]’s plans for the BPG market? What changes, if any, does this reflect from previous strategy? What factors are influencing [Manufacturer]’s BPG strategy?

**Detailed guiding questions**

1. **Technical: capacity and assets**

* What type(s) of BPG product(s) (both API and/or final formulations) does [Manufacturer] currently manufacturing? How are these manufactured and which components are made in-house?
* For which markets is/are this (these) product(s) being manufactured?
  + Human vs. veterinary markets?
  + Domestic vs. international markets? If international, which regions predominantly?
  + Percentage sold as API vs. final formulation

1.1. BPG API manufacturing (if applicable)

* How is production capacity allocated? Is there dedicated BPG production?
* What is the estimated utilization of BPG production capacity? How does this compare to the demand for your product?
* What is your average indicative delivery lead-time?
* Do orders typically come at the same time or spread out over the year?
* Are there minimum order quantities?
* What is the product specifications?
* What is the average indicative price/margin?

1.2. Fill/Finishing (if applicable)

* How is production capacity allocated? Is there dedicated BPG production?
* What percentage of demand for F/F capacity does BPG represent?
* What is your average indicative delivery lead-time for finished product?
* Do orders typically come at the same time or spread out over the year?
* Are there minimum order quantities?

1. **Perspective on the market**

* In the past 3 to 5 years, 1) how has demand evolved and 2) has the market changed?
* What trends do you see related to pricing and buyer purchasing behavior for API and/or F/F product?
* Who are your key customers? (countries, global buyers, formulators, …)
* Is there significant variation between customers in terms of quality demands, volumes purchased?
* What makes BPG commercially attractive or unattractive?
* What are your future market perspectives? What risks and opportunities do you see?

1. **Perspective on market shortages**

* Has [Manufacturer], at any point in the past, had disruptions to its BPG supply chain?
  + Which products and countries were affected? What was the root cause?  How was this managed and/or communicated?
* Is there a risk that you will not be able to supply in the future?
* Is there a future risk mitigation plan?
* Would you have any suggestions on how the risk for supply constraints could be reduced?