



Dear all,

In the context of the selection of a country where the APDA/ADPA could take its seat, both initially and in the future, we have listed a set of criteria that looks most relevant to us.

This doesn't mean that this list is complete and as such it is still open for other suggestions and modifications.

In case you think your country is compliant on most of the criteria mentioned below and is interested to host the association, please provide a response and submit your candidature to George Bray **by Friday October 4<sup>th</sup> COB** at [George.bray@ifpw.com](mailto:George.bray@ifpw.com).

Without the resources to be immediately independent, we envision APDA being housed within an existing organization initially (or at least supported by one locally). As the host/supporter of the association we expect you to also provide a reasonable level of support to the functioning of the association operations. What you would provide as support can be stated in the appropriate point below.

Please address the following areas in your submission:

**Business Attractiveness**

- Easy to establish and operate [non-for-profit] Associations
- Business-friendly environment with minimal reporting and tax requirements
- Opportunity to trade with other African nations (banking, financial transactions, etc.)
- Operating costs (wages, facilities, utilities, etc.)

**Health & Safety**

- Considered safe for visitors (political stability, low crime, etc.)
- Minimal vaccinations and medications required to visit
  - o Malaria risk

**Ease of Travel**

- Frequent flights to/from, with numerous direct-flight options between key locations
- Adequate public transportation and infrastructure
- Good availability of quality hotels and restaurants at reasonable rates
- Reasonable visa requirements for entry

**Established Local Industry**

- Forward-thinking
- Established pharma manufacturers and distributors present
- Compliance with GDP, GSP, GMP, etc.

**Host Organization(s)**

- Have a national distribution association established representing all legitimate actors on the market
- Can APDA be initially housed within or supported by an existing organization/member?
  - o Support offered / available?

**Other**

- Perception of city/country (on continent and internationally)
- Presence of other multinational and international entities & authorities

During the first Board meeting on Thursday afternoon October 10th the different proposals will be discussed with the aim of coming to a decision that is best for APDA at this time.

Thanks for considering your support to the establishment of the association and your constructive contribution in our meetings.

Best regards,

Chris Goetz  
On behalf of the Steering Committee