



Meet Axios International

Building a new generation of sustainable market access solutions in emerging markets

Created in 1997 as a result of the pioneering efforts of its founders in implementing one of the first antiretroviral (ARV) access programs in the world, **Axios continues to break new ground in the design and implementation of one-of-a-kind sustainable market access solutions to drive access to healthcare across Africa, Asia, the Middle East, Latin America and Europe.**

Axios works closely with drug manufacturers and healthcare companies to strengthen their presence in emerging markets, while ensuring that patient outcomes are met. This unique approach, which blends business and patient interests, is the bread and butter of Axios' access philosophy and comprehensive services.

MARKET ENTRY: Enter Less Explored Markets

Direct Distribution Platform Design and Management
Pricing Strategy Development

MARKET ACCESS: Expand Market Reach

Creative Access Strategies Design and Implementation
Patient Adherence Initiatives

MARKET INSIGHTS: Understand and Measure Impact

Ability and Willingness to Pay & Prescribe Studies
Epidemiologic and Benchmarking Studies
Program Evaluations

MARKET COMMUNICATIONS: Drive Uptake and Buy-In

Stakeholder Mapping and Management
Value Proposition Development
Grassroots Communications
Advocacy Communications

HEALTH SYSTEM STRENGTHENING: Build a Strong Foundation

Supply Chain Management
Infrastructure Assessment
Donation Program Management
Laboratory System Strengthening

Key Numbers:

20 years of
experience

16 offices in Asia,
the Middle East, Latin
America, Africa, U.S.
and Europe

9+ million people
have received tests or
treatment through Axios-
managed programs

100+ countries
where Axios has devel-
oped or implemented
access strategies

Visit
www.axios-group.com
for more information.

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The Axios Advantage: Innovative access solutions from strategy to implementation

The Axios Advantage: Unmatchable experience in emerging markets



With nearly 20 years of focused experience in access to care in emerging markets, Axios brings a number of unique advantages to its clients:

Proven methodologies and tools: Axios' proprietary methodologies and tools are designed to help our clients formulate, manage and evaluate strategies and programs to deliver optimal results.

Global network of contacts: Our network of decision-makers and key opinion leaders in 100+ countries allows for significant intervention capabilities and a comprehensive repository of local data and expertise.

Multi-disciplinary teams of access strategy and implementation specialists across Africa, Asia, the Middle East, Latin America, U.S. and Europe – specializing in health policy, economics and financing, laboratory and clinical management, drug logistics, social and epidemiological research, communications and human resources management.

Our Clients and Partners

Our clients and partners are private healthcare companies, governments, international funding agencies, universities and foundations addressing some of today's most pressing health challenges.

A few of our current and past clients include:

Abbott Laboratories
AbbVie
AstraZeneca
Boehringer Ingelheim
Bristol-Myers Squibb
Celgene
Eisai
Eli Lilly
Gilead
GlaxoSmithKline
Johnson & Johnson
Merck Inc.
Novartis
Pfizer
Roche
Sanofi Pasteur
Takeda
UCB Pharma
USAID

Our Record: Our work has been the subject of more than 20 peer-reviewed scientific articles