CONDOM DISTRIBUTION OUTLETS AND CHANNELS IN ZIMBABWE
Introduction

- The Condom programme is a key component of the Combination prevention strategy with ZNFPC implementing the public sector and PSI implementing the private sector.
- Branded condoms (ICON GOLD) being distributed in universities for free as students.
- There are other brands sold in the private sector such as Durex and Carex.
- The programme has increased the condom per capita for the male condom to 35 and one for the female condom.
- The uptake of male condoms in 2017 was 108,923,741 against an annual target of 100,000,000 and 4,617,984 for the female condom against a target of 5,500,000.
Zimbabwe has experienced a significant decline in HIV incidence, but prevalence remains high

Zimbabwe HIV Epidemic Profile

Population: 12.9 m

HIV Prevalence: (ZDHS 2016)
13.8% among 15-49 years
- Female 16.7%
- Male 10.5%

PLHIV: 1.4M PLHIV (7% are children)

HIV Incidence: 0.50% (Zimphia 2016)

Transmission:
Heterosexual transmission accounts for 92% of new HIV infections,

In need of PMTCT: 65,158
MTCT rate 5.2%

HIV Prevalence by sex, age group 15-49

Trends on condom distribution
Condom Distribution Target Vs Achievement

- **Male**: 2016 - Target: 100000000, Achievement: 100000000; 2017 - Target: 140000000, Achievement: 140000000
- **Female**: 2016 - Target: 12000000, Achievement: 12000000; 2017 - Target: 10000000, Achievement: 10000000

Legend: Target, Achievement
Condom Channels for Public Sector

USAID procures condoms through Global Health Supply Chain and deliver to ZNFPC

Quality Testing By MCAZ and certification

Condom distribution to health facilities by NATPHARM Zimbabwe Assisted PULL System

NGOs/Pvt Sector collect condom from ZNFPC for distribution
Condom outlets Public and Private

- Condoms distributed to 1560 health facilities throughout the country
- Private Pharmacies
- Hotspots
- Supermarkets, Vendors, Traders, Tuckshops
- Tertiary institutions with a total enrolment of +/-150k students
- Community Based Distributors
- Condom Champions
- Care promoters
- Village Health Workers
- Music Galas
- Condom nights
**Condom Channels for Pvt Sector - PSI**

1. USAID procures condoms through Global Health Supply Chain and deliver to PSI branded
2. Quality Testing By MCAZ and certification
3. Condom repackaging at PSI warehouse in branded boxes
4. Wholesalers procure and sell to retailers who in turn sell to end users
Protector Plus Distribution Channels

- Distribution focus – High risk outlets and hot zones
- Hybrid of direct and indirect distribution model
- Network of more than 6,300 outlets across the country

### Contribution by channel

- Wholesale: 44%
- Stockist: 22%
- Organisation: 14%
- Pharmacy: 4%
- Supermarket: 6%
- Service Station: 2%
- Liquor: 5%
- Other: 3%
- Workplace: 6%
- Retailer: 2%
RESULTS OF A RECENT STUDY ON CONDOM AVAILABILITY IN ZIMBABWE

- Shop: 125 (72%)
- Pharmacy: 12 (7%)
- Vendor: 12 (7%)
- Other: 24 (14%)
RESULTS OF A RECENT STUDY ON CONDOM AVAILABILITY IN ZIMBABWE

- **Bar**: 250 (38%)
- **Health centre**: 190 (28%)
- **Toilet**: 127 (18%)
- **Community worker**: 42 (6%)
- **Workplace**: 14 (2%)
- **Other**: 56 (8%)
Challenges

• Supply chain management issues from central level up to point of use
• The unit price of socially marketed condoms
• Operating times for outlets vs the time when condoms are needed
• Distance between facility and hotspots