“ADVANCING HEALTHCARE BY IMPROVED ACCESS”

Building A Stronger Nation Through Strategic Action

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From Conviction to Capability…

“Dreams without action remain dreams.”

- ZDB-



2025

Zen Life Sciences





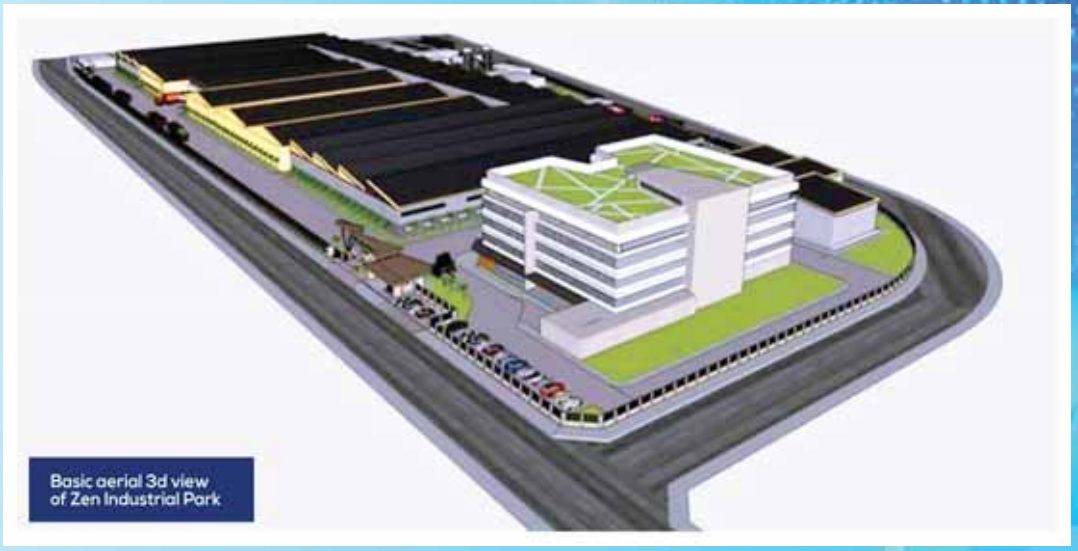
1989

Lloyd Laboratories

A JOURNEY OF 36 YEARS

Zen Life Sciences: Bold Move for Ecosystem Building

- **US FDA-Standard Manufacturing in the Philippines**
- **FACILITY**: US FDA-certified pharmaceutical manufacturing
- **PRODUCTS**: Sterile injectables & ointments for US market
- **LEARNING**: Manufacturing in India, building expertise
- **DECEMBER 2025**: First US product launch
  - DMSO for interstitial cystitis
  - CGT designation: 180-day exclusivity
- **Q1 2028 TARGET: First Philippines-made product to US market**





Visionary Government Leadership….
Creating the Enabling Environment….

- **SEC. TED HERBOSA**
  - Elevated Philippine health leadership globally
  - Spearheading Philippines-Cambodia MRA discussions
- **DG PAOLO TESTON**
  - Co-leading MRA initiative with Sec. Herbosa
  - Driving Green Lane for Local Manufacturing & Investments
- **SEN. RISA HONTIVEROS and CIRIACO GATO JR.**
  - Legislative champions for healthcare access & innovation

Vision 2030

- **Philippine Healthcare Manufacturing Powerhouse**
  - Advancing a robust and globally recognized healthcare manufacturing sector that leads innovation and output in Southeast Asia.
- **Multiple US FDA-standard facilities producing globally**
  - Operating world-class facilities certified to US FDA standards, enabling widespread international production and compliance.
- **Reliable, Affordable Access For Every Filipino**
  - Delivering consistently accessible and affordable healthcare services and products to all Filipino communities nationwide.

Vision 2030

- **Competitive Pharmaceutical Clusters Serving Domestic & Export Markets**
  - Developing industry clusters that foster collaboration and competitiveness, efficiently supplying both the Philippine market and international export destinations.
- **Predictable, Quality-first, Speed-enabled Regulations**
  - Implementing regulatory frameworks that prioritize quality, transparency, and fast-track approvals, ensuring safety and efficient market entry.
- **Filipino Families Owning Healthcare Value Chains**
  - Empowering Filipino families as integral stakeholders owning and managing key segments across the healthcare value chain.

Six Strategic Action Areas for Healthcare Nation Building



Strategic Area 1: Strategic Location
(Building on Tatak Pinoy)

Government

- Expand "**Tatak Pinoy**" beyond procurement
- Phased targets: 20% → 35% (3 years) → 50% (where viable)
- Tie market access to local content + quality + technology transfer

Industry

- Publish localization roadmaps
- Qualify Filipino suppliers with shared audits
- Report quarterly on quality & cost outcomes

Strategic Area 2: Infrastructure Procurement Integration

Government

- 3-5 year purchase commitments for critical products
- Pre-agreed specs & transparent pricing formulas
- Clear delivery KPIs with penalties & rewards

Industry

- Commit capital against frameworks
- Advanced QA/QC & serialization systems
- Maintain surge capacity for emergencies

Strategic Area 3: First Mover Incentives
Adapting US Competitive Generic Therapy (CGT)

US CGT MODEL

- Priority review for limited-competition generics
- 180 days market exclusivity
- Result: Faster access + lower prices

Philippine Adaptation

- Accelerated evaluation for first local manufacturer
- Time-bound advantages in under-supplied areas
- Tied to quality & pharmacovigilance performance

Strategic Area 4: Universal Green Lanes

Government

- Operationalize Green Lane with service-level timelines
- Single-window coordination (FDA, PEZA, DOST, DOH)
- Risk-based inspections + real-time dashboards

Industry

- ACTD-ready digital dossiers
- Data integrity & cleanroom compliance
- Proactive pharmacovigilance reporting

Strategic Area 5: Technology Transfer
Building Permanent Filipino Capability

Government

- Mandate on-shore method development & validation
- Dual-track training (operators + scientists)
- Performance metrics for transfer completion

Industry

- Centers of excellence with universities
- Annual training completion & certification metrics
- Career pathways retaining Filipino talent
  (Example: Zen Life Sciences partnering with Universities now)

Strategic Area 6: Regional Exports via MRAs

Government

- Expand to Vietnam, Thailand, Indonesia
- Complete PH-Cambodia MRA with ACTD alignment
- Ongoing Philippines-Cambodia MRA discussions led by Sec. Herbosa & DG Teston

Industry

- Align to reference authority standards
- Use ACTD format for regional efficiency

12 Month Quick Wins
Measurable Actions for Immediate Traction

- Publish Green Lane Manual
  + Single Window Portal
- Pilot 3-5 year Procurement framework
  (2 categories)
- Joint Task Force: First Mover CGT-style Criteria
- Supplier Uplift Program: Quality 50 Filipino SMEs
- First PH-Cambodia MRA use- case
  (2 products, tracked timeline)

Benefits for All Stakeholders

Patients	Stable Supplies	Lower Prices	Faster Access
Government	Better Value per Peso	Reduced Risk	Traceable Quality
Industry	De-risked Investment	Faster Time to Market	Regional Scale
Filipino Workers	High Skills Job	Career Pathways	Technology Transfer

Immediate Decisions Needed (3As)

CALL TO ACTION

APPROVE and Operationalize Green Lane
(Performance dashboard+ cycle-time tracking)

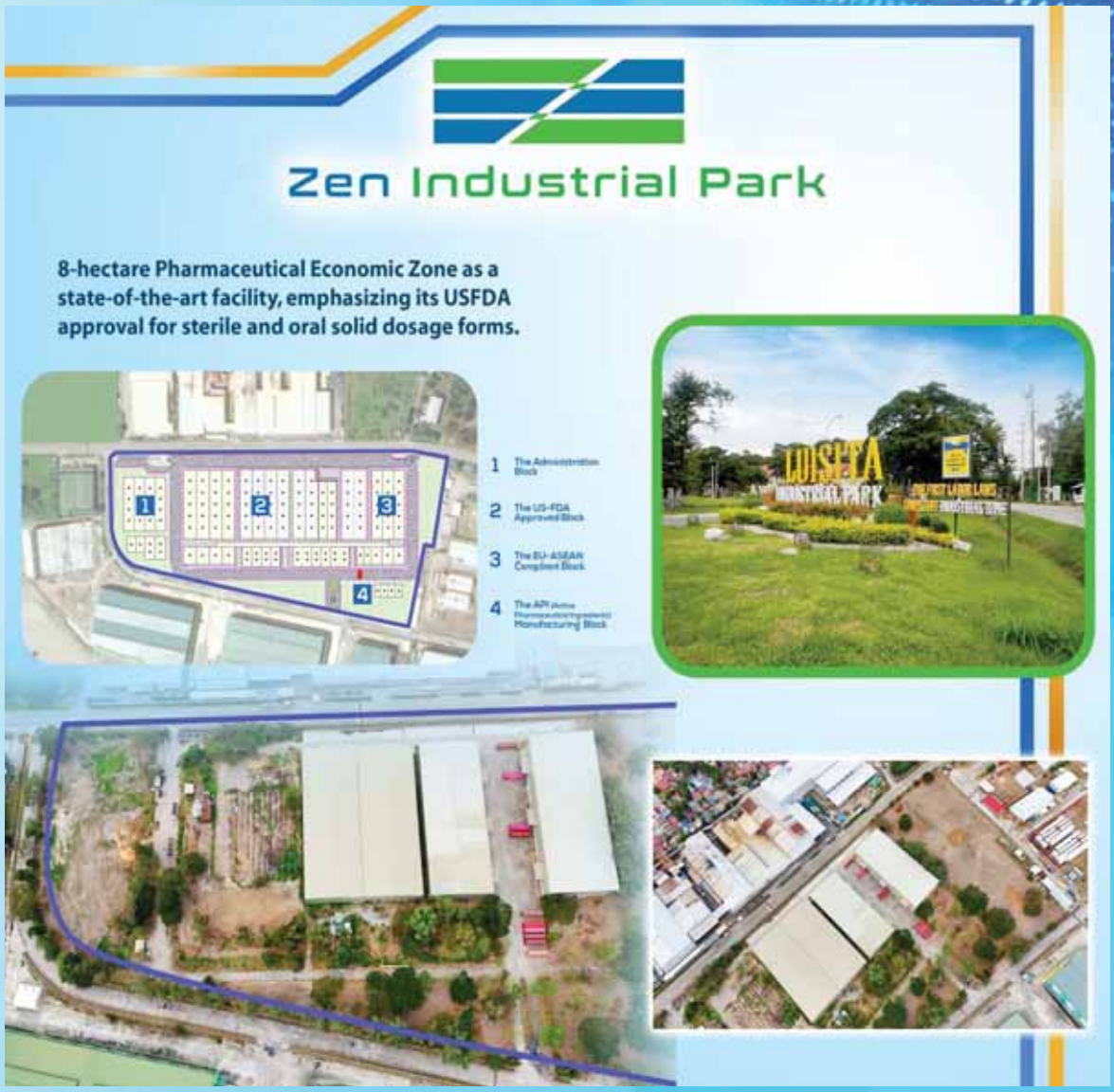
AUTHORIZE Pilot Procurement Frameworks
(3-5 year commitments+ transparent pricing)

ALLOW Launch of First MRA Export Pathway
(PH-Cambodia timeline- expand to 2 markets, 5 products in 18 months)

From Personal Legacy to National Capacity…

- 36 years ago : A company named after me
- Today: US FDA facility named after my mother
- December 2025: First US product launch (CGT-approved)
- Q1 2028: First Philippines-made product to US market

“Dreams with action become a legacy’
-LDB-



When policy, industry, and talent align,
Our nation’s strength shall brightly shine.

We’re not just dreaming,
We’re making it true—
Filipinos can do it. We ARE doing it, too.

Build here, supply here, compete beyond,
In a world of opportunity, we respond.

-Lloyd-

Thank you for your kind attention.

Let’s keep pushing forward together.