

Missionpharma contributes to progress in Africa by strengthening tomorrow's healthcare with intelligent solutions and trustful partnerships.

www.missionpharma.com

We accelerate the new Africa

A world leader in safe and affordable healthcare



MISSIONPHARMA
cfaogroup.com

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Quality in every aspect

We deliver quality in every aspect in our interaction with partners and customers. We pay meticulous attention to the full experience of collaborating with us. We work with an eye for details.

Intelligent solutions

It takes experience to supply quality products at the right price at the right time at the right place. We strive to constantly develop intelligent solutions in all aspects of our services. We think ahead.

Trusted partner

We build relations that enable us to deliver long-lasting solutions for the benefit of our customers. We are proud to be trusted by the people driving Africa forward. We care about the big picture.

Committed to progress

Africa is a continent on the rise. Efficient healthcare is fundamental to realising potential. By ensuring a constant supply of safe and affordable healthcare products, we take an active part. We contribute to a better tomorrow.

A trusted partner

Missionpharma is committed to making a difference in Africa. We provide tailored intelligent healthcare solutions built on a deep insight and decades of experience. Every year, we supply high volumes of healthcare products via pharmaceutical supply programmes across the continent.

Missionpharma has been a leading supplier of generic medicines, medical consumables, hospital equipment and medical kits for more than 40 years. We know that good solutions are built on close cooperation and shared goals. Our aim is to strengthen healthcare in Africa through engagement, cooperation and sound reasoning. We are proud to be a trusted partner to those driving Africa forward.

The African way

We have a deep understanding of the business environment in our field. We bring together best practice in international healthcare and an extensive local insight to ensure that working with Missionpharma is of mutual benefit. Being present locally is a part of our African way. Africa is our home market, and it is towards this continent that we focus our attention.

WE ARE MISSIONPHARMA

Missionpharma is the world's largest manufacturer of medical kits and is a leading supplier of generic pharmaceuticals, medical consumables and hospital equipment to public and private institutions. We have offices in Denmark, India, China and Africa and employ more than 200 people. Our head office is based in Denmark, from where our overall business activities are managed.

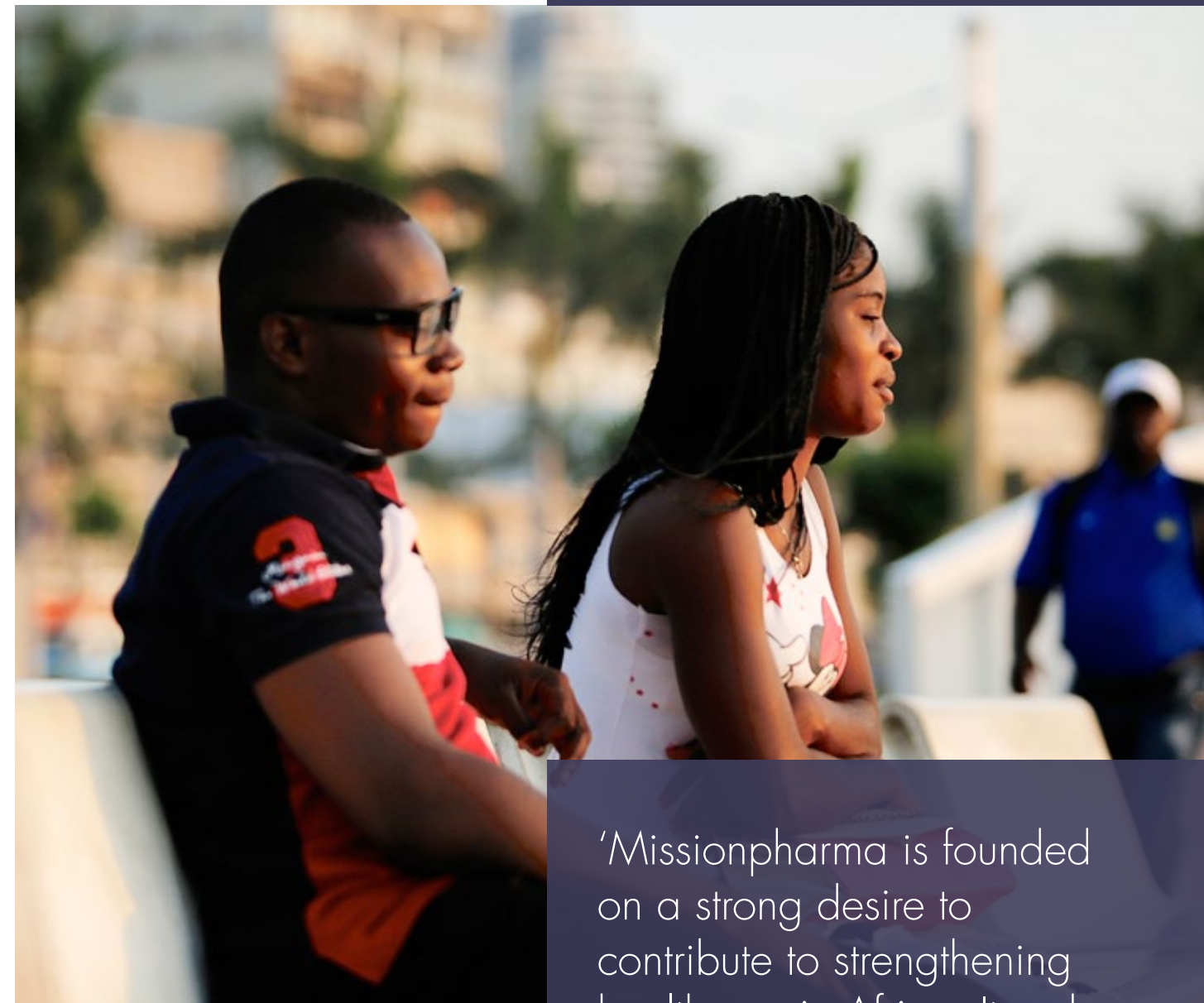
Since 2012, Missionpharma has been part of Eurapharma, owned by the CFAO Group – a major distributor of international brands in Africa. The Group has wholesale operations and local branches all over Africa.

AFRICA IS IN OUR DNA

'For more than 40 years, Missionpharma has provided safe and affordable healthcare products to the African continent', says Kim Ginnerup, CEO.

'Now that we have joined forces with Eurapharma and the CFAO Group of multinational companies with strong roots in Africa, we have much better opportunities to contribute. Our strongest asset is that we share the same vision.'

'One of the keys to Missionpharma's success is that we always emphasise trust and values. Missionpharma is a family with shared goals, and that is even more the case in the extended family that we are now part of. We all take great pride in doing what we do to contribute to strengthening healthcare in Africa', concludes Kim Ginnerup.



'Missionpharma is founded on a strong desire to contribute to strengthening healthcare in Africa. It makes us proud that our products and services reach millions of people every year.'

– Kim Ginnerup, CEO



We deliver

Missionpharma is expert at delivering the right product to the right place at the right time. No matter how complex or logistically challenging a task is, our focus is always the same: we do what we say, and we say what we do.

Our range of products comprises all essential medicines and medical supplies, including a full range of hospital equipment and matching services. Our expertise also covers development, assembly and packing of health kits on demand.

Global set-up

To meet demand, Missionpharma has established a global set-up with facilities in Denmark, India, China and Africa. All our facilities are fully integrated parts of the Missionpharma Group, and all are subject to comprehensive quality management, which ensures consistent high quality in all our activities.

We deliver practical solutions with long-term impacts. Our record of partnering with national governments and international organisations is built on a business model that emphasises efficiency, economy and effectiveness in everything we do. We place great importance on helping our customers get the most from their investment, and on providing solutions that are sustainable far into the future.

PUBLIC-PRIVATE PARTNERSHIPS

High availability, low waste

Most healthcare providers want to ensure a consistent and high level of availability of drugs in their markets. To support this target, Missionpharma has entered into framework agreements, also known as public-private partnerships (PPPs), with a number of public institutions throughout Africa.

PPPs typically include:

- Mutual exchange of information and sharing of data on consumption, forecasting and stock-level reporting
- Signing of a framework agreement with one primary supplier of selected drugs for a pre-defined period of time
- Optimisation of quantification and forecasting systems
- End-to-end sourcing and comprehensive supplier management based on qualified forecasting
- Development of reporting systems optimised to respond to local requirements.

Framework agreements have a documented positive effect on drug availability, and have been proven to limit unnecessary wastage and to reduce stock-out frequency. Other benefits include optimised quantification and forecasting systems, increased efficiency and transparency in the supply chain, and local capacity-building activities.



OUR PRODUCTS



GENERIC PHARMACEUTICALS

A complete range of generic pharmaceuticals in all dosage forms, as per the World Health Organization (WHO) Model Lists of Essential Medicines.



MEDICAL CONSUMABLES

Cost-effective consumables, ranging from syringes and needles to gloves, cotton wool and surgical instruments.



MEDICAL KITS

A variety of standard kits and the ability to develop customised kits – all in strict accordance with customer requirements.



HOSPITAL EQUIPMENT

A large portfolio of hospital equipment, including technical support and after-sales services.

Every year, our products and services reach millions of people – a result which is made possible by our extensive global set-up. Our local presence in over 40 countries worldwide is key to our successful impact.



EUROPE

●
Lyngø, Denmark
Missionpharma
headquarters

- Main activities:
- Group management
 - Commercial activities
 - Corporate functions (QA, finance, supply chain)
 - Business support

●
Paris, France
Eurapharma and
CFAO headquarters

AFRICA

●
Lusaka, Zambia
Missionpharma
Zambia

- Main activities:
- Sales
 - After-sales services and technical support
 - Warehousing

INDIA

●
Kandla, India
Missionpharma
Logistics

- Main activities:
- Storage
 - Consolidation
 - Kit packing

●
Ahmedabad, India
Mifamed (member of the
Missionpharma Group)

- Main activities:
- Business support (QA/QC, Regulatory Affairs, supply chain, administration)

CHINA

●
Shanghai, China
Missionpharma
China

- Main activities:
- QA/QC
 - Transit inspections
 - Procurement

Complexity made easy

Making sure that our products reach hospitals, clinics, health posts and pharmacies safely is a complex task made easy by Missionpharma. We have the expertise to handle projects involving just a few products, as well as to manage all aspects of complex, large-volume projects.

Reliable delivery

Missionpharma's roots in the international trading industry have given us decades of experience in sourcing products globally at competitive prices. These sourcing skills allow us to provide exactly the right product at the lowest price to meet precise tender specifications. This is matched by a logistics expertise that helps us excel at delivering what we source. Our proven ability to handle complex supply projects ensures reliable delivery to the end destination, even to the most remote clinics or health posts.

Handling product sourcing with multiple suppliers and performing sufficient quality assurance (QA) and quality control (QC) can be substantial tasks. Missionpharma specialises in managing the entire range of activities involved and offers a single-point-of-contact approach throughout the entire project.

INTERNATIONAL TENDERS

A major part of our activities is based on project sales to local ministries of health via international tender businesses. These supplies often constitute the building blocks of local healthcare solutions. We have an extensive track record with ministries of health, central medical stores, non-governmental organisations, procurement agencies and funders worldwide.

SHARING THE KNOWLEDGE

Missionpharma works closely with manufacturers to help them reach a product quality level that allows them to compete internationally. We are proud to be working with pharmaceutical manufacturers across Africa to pass on our experience and knowledge to help them achieve international levels of production and quality.



Global experience, local presence

Every year, our products and services reach millions of people – a result made possible by our extensive global set-up. However, a truly successful impact can be achieved only with a local presence, which is why we have operations in over 40 countries worldwide.

Missionpharma specialises in developing products and projects in collaboration with customers and local partners. Our solutions work because they are based on knowledge, experience, commitment and hard work. They are developed always with respect for and in close dialogue with our partners. Together, we create value-based solutions with long-term positive effects.

Maintaining a local presence is an essential factor in ensuring that we fulfil contracts efficiently and effectively, optimise communication and minimise challenges in the supply chain.

African presence

Our operations in Africa have been significantly strengthened since we became part of Eurapharma and the CFAO Group. This has given us direct access to a comprehensive local distribution network all over Africa, which has enabled us to extend our operational reach.

MISSIONPHARMA ZAMBIA LTD.

We mean business in Zambia

Zambia is a country on the rise. Missionpharma has established a local subsidiary under the name of Missionpharma Zambia Ltd. to build on our current activities in Zambia, while developing a full range of healthcare products and services tailored to the Zambian market.

Through partnerships with the national industry and with support from our head office in Denmark, Missionpharma Zambia Ltd. is fully equipped to handle any request for pharmaceutical products and services.

We offer bulk pharmaceuticals, medical consumables and high-end brands to the public market and private institutions. We also provide a full range of hospital equipment and services, technical support, maintenance contracting, installation and after-sales services, as well as full showroom facilities and local stock.

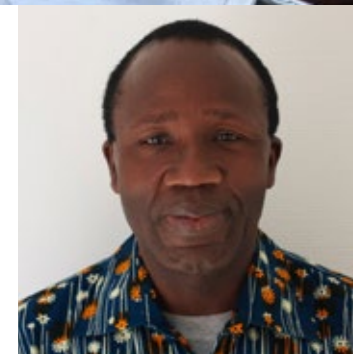


MISSIONPHARMA
Zambia Ltd.



MEET OUR LOCAL STAFF

Our extensive network of experienced local representatives is our shortcut to understanding the detailed needs and wishes of our clients. Several of our local representatives have worked with us for decades and have deep insights into their markets.

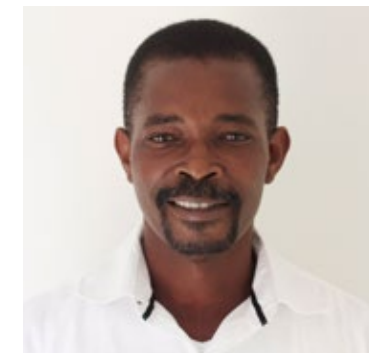


‘We are like family in Missionpharma, and it’s thanks to this culture that we succeed in progressing.’

– Mr. Inacio Carnot Mario, Missionpharma’s representative in Mozambique

‘We share ideas in Missionpharma. We try to be open, objective and focused on achieving the goals of our clients.’

– Mr Etienne Dembele, Missionpharma’s representative in Mali



‘We are trusted in the market and we offer a broad portfolio of safe and affordable products. That is a winning combination indeed.’

– Mr. Deng Mathach Deng, Missionpharma’s representative in South Sudan



‘Missionpharma is a family with shared goals, and that is even more the case in the extended family that we are now part of. We all take great pride in doing what we do to contribute to strengthening healthcare in Africa.’

– Kim Ginnerup, CEO



Quality in every aspect

We believe in delivering high quality in everything we do. That is why our Quality Management Programme encompasses all activities that can influence the quality of our products and services.

Embracing international standards
Missionpharma complies with all international requirements and standards for pharmaceutical wholesale and distribution. We are vigilant in maintaining our record for delivering quality – held now for over 40 years – and are able to meet the specific quality requirements of individual tenders, as well as the demanding quality standards of the international donor community.

Attaining product registration in our export markets is a key priority for us, and our products are widely registered in over 40 countries worldwide. We continuously focus on maintaining existing registrations and adding new registrations to the list.

WE ARE PROUD TO SAY THAT

Missionpharma holds a Good Distribution Practice (GDP) license from the Danish Health and Medicines Agency and Indian FDA licenses for storage, packing and export of wholesale drugs. Furthermore, Missionpharma A/S is ISO-certified by Bureau Veritas and is audited on an annual basis. We have obtained international certifications and are approved by leading organisations such as Quamed, the United States Agency for International Development (USAID) and Medicines for Malaria Venture (MMV).

A sharp eye for quality
We work only with pre-qualified manufacturers, whose performance is continuously monitored and evaluated, and who are subject to regular Good Manufacturing Practice (GMP) audits. We maintain a permanent global team of ten auditors, who perform over 60 GMP inspections every year. We continuously refine our QA/QC programmes to ensure consistency in every batch we deliver. Advanced IT systems support our quality, tracking and safety activities throughout the supply chain.

‘We know that ensuring the quality, safety and efficacy of our products is our ultimate task. Therefore, we incorporate quality in every element of the supply chain.’

– Klaus Snej Jensen, COO & Chief Pharmacist



DEVELOPING MANUFACTURERS

Missionpharma’s subsidiaries in Lusaka (Zambia), Ahmedabad (India) and Shanghai (China) play a vital role in supporting the development of our local African, Indian and Chinese manufacturers. By having our own organisations physically based in Zambia as well as in India and China, we secure close contact with our manufacturers and other stakeholders and ensure the ability to provide a fast and action-oriented approach to any challenges.

Activities include sourcing, inspection of manufacturers, GMP audits, on-site product QC, regulatory affairs, pre-shipment inspections and a range of procurement, logistics and support activities; these activities enable us to optimise our quality standards continuously.

ADDED VALUES

We secure product quality via our integrated QA/QC monitoring programme

We build trust in our supply chain by ensuring transparency and consistency

We deliver the right product to the right place at the right time

A shortcut to efficiency

Medical kits are known to create long-term positive effects and to provide efficiency in the distribution and practical use of supplies. Kit production has been one of Missionpharma's core competences for more than three decades, and has proven to be a safe, reliable and cost-effective way of managing pharmaceutical supplies.

Missionpharma is the world's largest supplier of medical kits to emerging countries. We develop, source, pack and distribute all types of kits in strict accordance with customer requirements. We have a variety of standard kits in our range, as well as the ability to develop all types of customised kits. We encourage dialogue with customers about the development of specific kits, and offer our technical expertise and advice throughout the process.

Made to measure

The kits of today are very different from those of yesterday. They are no longer simply a standard set of products, but rather a shortcut to achieving efficiency in the distribution and practical use of supplies. Kits can be customised and targeted to specific medical purposes, such as delivery kits, caesarean kits, diarrhoea treatment kits or male circumcision kits. We can meet specific tender and project requirements, down to details such as composition, product specifications, packaging, label language, marking, user instructions and training.

The heart of kit packing

Our kit packing facility in India, Missionpharma Logistics, is a fully integrated part of Missionpharma with complete packing and storage facilities, enabling us to handle the requests of any pharmaceutical supply programme.

A kit packing process consists of a chain of activities that cannot stand alone and that require complete supply chain overview and integration. Activities included are sourcing, procurement, QA/QC, warehousing, packing, transportation etc. – all aligned with the specific requirements from the project in question.

Missionpharma Logistics is highly specialised to handle both customised and standard medical kits. No project is too complex and we have the capacity and experience to manage all kinds of kit projects: from small-scale kits to complex, large-volume projects.

'We always encourage customers to visit our facilities in India and to personally inspect our kit-packing processes and in-process quality controls. The feedback we get from these visits is overwhelming and inspires us to continue our open-door policy.'

– Sudesh R. Zingde, General Manager,
Missionpharma Logistics



FACTS ABOUT OUR KITS

A medical kit is a collection of pharmaceuticals and medical devices packed together in one or more cartons in strict accordance with customer requirements. We provide a wide range of purpose kits (designed for specific medical needs) and larger health kits (for general healthcare purposes).

- We are the **world's largest supplier** of medical kits to the public market in Africa
- We operate **11,500 m² of GDP-certified warehouses**
- We have packed and distributed over **1.8 million medical kits** over the past five years
- We manufacture more than **380,000 large medical kits** every year
- We have the capacity to manufacture up to **5,000 kits per day**
- We deliver medical kits to more than **40 countries**



Saving lives in Togo

The successful development of the Caesarean Kit is an example of the fruitful collaboration between ambitious healthcare professionals in Togo and Missionpharma's experienced staff.

'It all started in 2010 with an article in the local newspaper, *Togo Presse*, about how the president of Togo had launched a campaign to reduce maternal mortality. The campaign is called CARMMA: Campaign on Accelerated Reduction of Maternal, Newborn and Child Mortality in Africa', says Julien Mathevon from Missionpharma.

'The country wanted to act on the UN Millennium Development Goals of reducing child mortality and improving maternal health. Professor Akpadza, Chief Obstetrician at the University Hospital Tokoin in Lomé, Togo, heads the CARMMA programme. We got in touch with Professor Akpadza and once we started sharing ideas, it became clear that we were on to something.'

'Before we introduced the kit in Togo, it took an average of 2½ hours from when the decision was made to perform a caesarean section to when all the products needed were ready in the operating theatre. In some cases, the family of the mother had to drive around town to buy the various prescribed products', explains Julien Mathevon. 'With the Caesarian Kit in place, we have reduced the waiting time to just 30 minutes. Hundreds of lives have been saved since the kit was introduced.' The former Togolese Minister of Health declared at the first introduction of the kit in 2011: 'Since we received the Caesarean Kits from Missionpharma, mothers are no longer losing their own lives while creating new lives.'

The Caesarean Kit contains products specifically selected to meet a doctor's needs when performing a caesarean section and when caring for the mother afterwards. The kit has been designed in close collaboration with representatives from all the professions and organisations involved, including the Ministry of Health, doctors, nurses and warehouse staff. Everyone worked together to make a kit perfectly suited to the specific needs in Togo.

Every year, all the health professionals working around the kit gather in Lomé. Missionpharma is also invited in order to discuss all aspects of the kits, from product performance to cold room storage. This is a large forum, where Missionpharma contributes with new ideas to enhance the performance of the kit.

'We have reduced maternal mortality by 27%, which is something to be very proud of', concludes Julien Mathevon. 'We are now looking forward to introducing and customising the kit for other countries in Africa.'

TOGO



Population: 7 million
Official language: French
Capital: Lomé

KIT BENEFITS

Missionpharma's purpose kits provide efficiency in the distribution and practical use of supplies, as well as:

- Containing everything needed to standardise procedures
- Ensuring the availability of all products at the same time
- Improving efficiency and reducing waiting times by increasing the number of procedures that can be completed each day
- Simplifying budgeting, procurement, storage, transport and supply management
- Enabling scheduled supply intervals, leading to more equitable and safer delivery to health facilities
- Reducing waste and releasing funds tied up in stocks.

Equipping hospitals

Over the past three decades, Missionpharma has supplied and installed hospital equipment in numerous hospitals, clinics, health facilities and laboratories throughout Africa. Our hospital equipment division specialises in providing a complete portfolio of hospital equipment, supported by a full range of services.

We continuously aim to offer cost-effective products that are appropriate to the environment in which they will be used, without compromising patient safety or product quality. Our in-depth understanding of local challenges, requirements and conditions supports our ability to achieve this.

Full-service solutions

We provide a full range of hospital equipment and services, including technical support, installation, training, maintenance contracting and after-sales services. Our line of hospital equipment covers virtually all needs, and ranges from hospital furniture and laboratory equipment to surgical and diagnostic equipment and supplies.

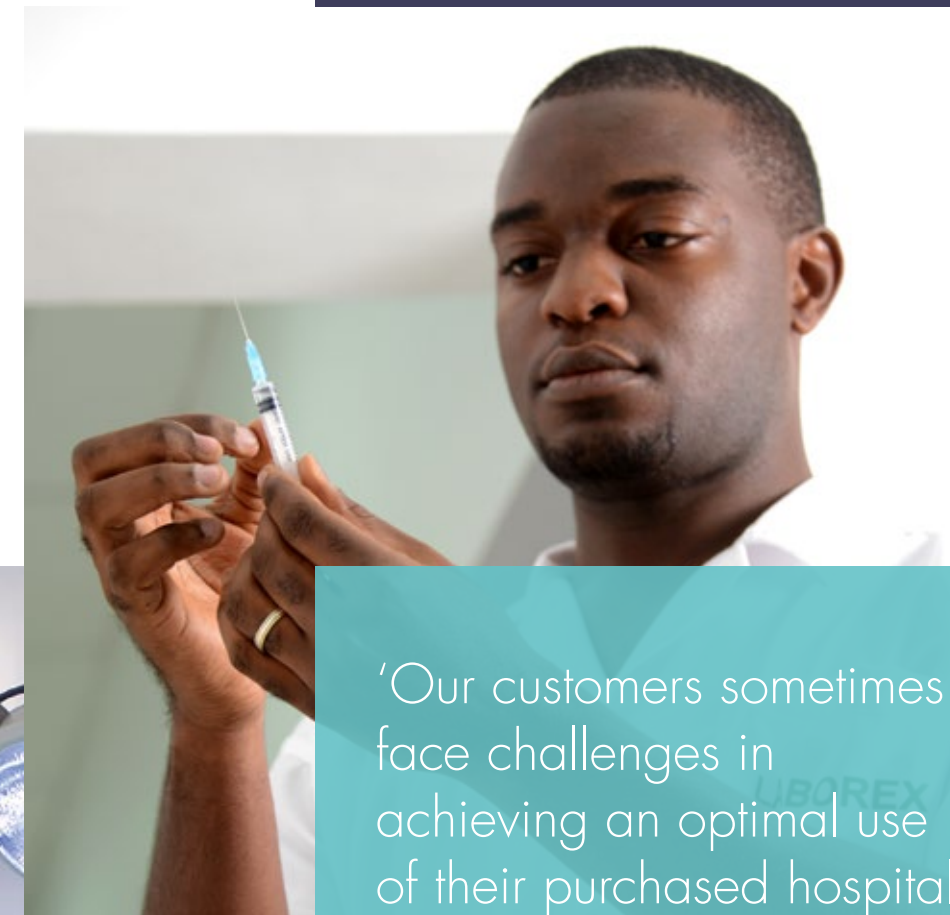
We aim always to supply products that provide optimal strength and durability, while at the same time catering for patient safety. Through our emphasis on sourcing and product specifications, we ensure that products always match the individual hospital environment in which they will be used.

Our network of manufacturers throughout Asia and Europe enables us to offer our customers an extensive product range at the most competitive prices.

Local technicians and bio-engineers provide technical support and a complete range of after-sales services, such as installation, training of medical staff, maintenance and repair.



We have strengthened our focus on hospital equipment by establishing a dedicated hospital equipment division in Missionpharma.



'Our customers sometimes face challenges in achieving an optimal use of their purchased hospital equipment due to lack of installation, training or maintenance plans. Our business approach is based on understanding the environment in which the equipment is intended to be used. We specialise in adjusting our services to specific local requirements and customer challenges to ensure that our solutions make a sustainable impact.'

- Julien Mathevon, Director, Hospital Equipment

Backed by the best

Missionpharma has joined forces with the strongest and most progressive companies in the pharmaceutical, retail, automotive and equipment-distribution industries in Africa. Since 2012, we have been a proud member of Eurapharma and the CFAO Group – a multi-billion-dollar group owned by Toyota Tsusho Corporation. This makes us stronger and better equipped to continue to support our customers with sustainable solutions for many years ahead.

The CFAO Group has a strong presence on the African continent as a distributor of brands within retail and equipment. Eurapharma is one of the leading distributors of branded-originator pharmaceuticals to the private market in Africa. Our partnership opens the way for a series of mutually beneficial business synergies and opportunities, and provides us with direct access to a comprehensive distribution network in Africa.

Missionpharma has always delivered flexibility and efficiency in everything we do. By being part of a larger group, we are now backed by global resources and financial strength, while our customer-oriented focus remains the same. Besides supporting our business in taking on future challenges, this partnership enables Missionpharma to further establish and develop our important wholesale operations in Africa, and to extend our operational reach.

A SHARED VISION

‘We share the vision of being important contributors to accelerating the new Africa within a range of industries. Without a doubt, Missionpharma is much better equipped to strengthening tomorrow’s healthcare in Africa as part of Eurapharma and the CFAO Group.’

– Kim Ginnerup, CEO



OUR ORGANISATION

Toyota Tsusho Corporation is a member of the Toyota Group and is a trading specialist within the automotive, machinery, energy, chemicals and food industries.

TOYOTA TSUSHO CORPORATION

Employees: 54,000
Annual turnover: \$82 billion
Operational reach: Over 150 offices and 900 subsidiaries and affiliates around the world

The CFAO Group is a multinational distributor of brands, with a strong presence in Africa, engaged in the sale of brands, particularly within equipment, healthcare and consumer goods.

CFAO

Employees: 12,000
Annual turnover: \$4.1 billion
Operational reach: 145 operating offices in 34 countries in Africa and 9 overseas territories

Eurapharma is a leading distributor of branded-originator pharmaceuticals to the private market in Africa. Eurapharma is represented in Africa by its own distribution companies: Laborex, Continental Pharmaceutique and E.P. DIS.

EURAPHARMA

Employees: 2,500
Annual turnover: \$1.4 billion
Operational reach: 40 operating subsidiaries in 21 countries in Africa and 7 French overseas territories

LABOREX

CONTINENTAL PHARMACEUTIQUE

MISSIONPHARMA

E.P. DIS

FAZZINI

The Missionpharma Evolution



1975



1982



1981



1994



2001



2002



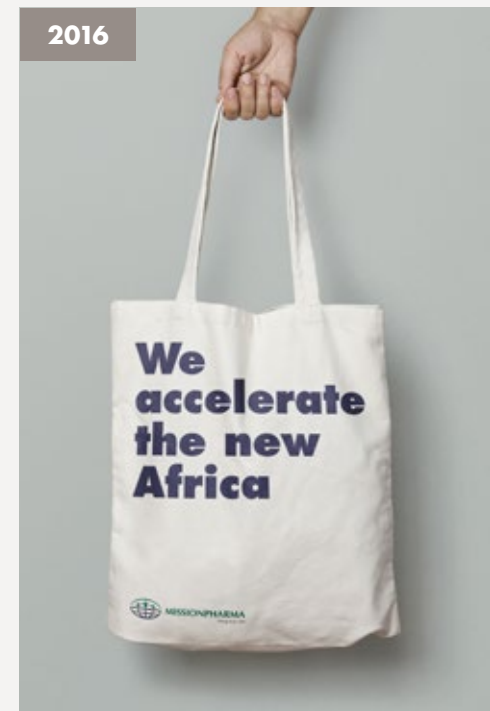
2010

EURAPHARMA
cfaogroup.com



2013

2016



2015

GREAT PLACE TO WORK Best Small Workplaces 2015 Denmark



MISSIONPHARMA
Zambia Ltd.

40

1975

The beginning: Missionpharma is founded by Poul Ginnerup

1981

Missionpharma headquarters at Tranevang, Allerød, Denmark

1980 – 1984

Strong commitment towards relief aid

1989

Poul Ginnerup dies and Poul's son, Kim Ginnerup, joins the company

1994

Missionpharma's first large kit order. Supply of 8,000 cbm of medical kits to six CIS countries through the IFRC

1997

First office in India is established with a primary focus on QA/QC and logistics

2001

Establishment of Missionpharma Logistics, India, with complete storage, consolidation and kit packing facilities

2002

Increasing cooperation with Indian and Chinese manufacturers

2007

Establishment of Procurement and QA office in Shanghai, China

2010

Increasing physical presence on the African continent

2012

Eurapharma, owned by the CFAO Group and Toyota Tsusho Corporation, enters as majority shareholder

2013

Missionpharma strategically separates Hospital Equipment as a dedicated business unit

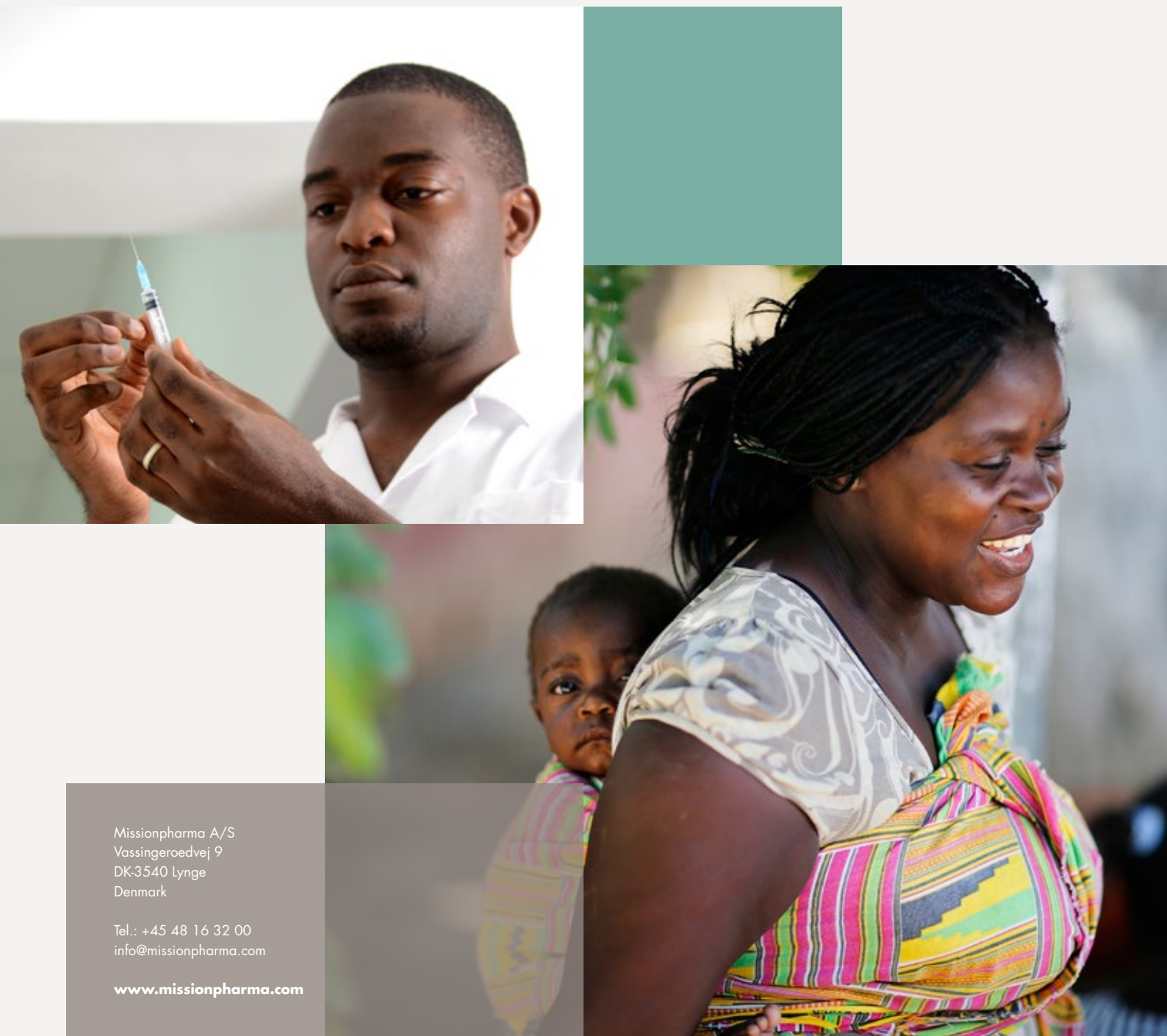
2015

Missionpharma Zambia is established
Celebrates our 40th anniversary

Missionpharma ranks No. 1 as the Best Workplace in Denmark

Missionpharma contributes to progress in Africa
by strengthening tomorrow's healthcare with
intelligent solutions and trustful partnerships.

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