



Company Profile 2020

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Overview

MedExpress pharmacy limited is an indigenous pharmaceutical company, involve in wholesale and distribution of drugs and care products in Nigeria. MedExpress pharmacy limited was incorporated in the month of December 2011 as a limited liability company in Nigeria with the corporate affairs commission (CAC). The company is licensed by the pharmaceutical council of Nigeria to prepare, import, export, distribute and sell pharmaceutical, care and wellbeing compounds and products in Nigeria.

The company's well-grounded understanding of pharmaceutical products and the pharmaceutical supply chain instils effectiveness and efficiency in our operations, thereby guaranteeing customer satisfaction in the pharmaceutical and health care space under us. We pay detailed attention to quality control and assurance; from pharmaceutical sourcing, inventory management, sales and distribution, as well as closeout of customer feedback.



Customers

MedExpress currently serves over 300 unique customers.

With over 20% market share in Lagos

We have realised over 70% Market Share in our core catchment area

Staff

MedExpress currently has 20 staff directly employed by the organisation.

With expansion of our scope of operation our team is expected to grow substantially into Q1 2021

Products

We retail and distribute the a wide range of pharmaceutical products.

It is our intention to generate an own brand under MedExpress

Over The Counter (OTC) products currently make up the majority of our sales led by supplements and multi-vitamins.



Timeline

2011

Incorporation

MedExpress Pharmacy Limited, Nigeria was incorporated in December 2011.

2019

70 % Market Share

MedExpress has realised a 70% market share within its core catchment area of Aja, Lekki and Victoria Island

2020

Pharmacy Acquisition

Q3 2020 has seen MedExpress successfully acquire a flourishing Pharmacy Business within our core catchment area complemented by our advancing logistics capacity.

2020

Licensed Distributorship

Q4 will see MedExpress secure licensed distributorship from Laboratoire Modilac, France and of Modilac and Dentipop.

Vision

Our Vision is to make the best quality healthcare and product accessible and affordable.

anytime, every time and just-in-time

Mission

Our mission is to make genuine drug and pharmaceutical products readily available and accessible at competitive prices within prevailing regulation and guaranteed sustained return to shareholders



Services

- **Distribution of drugs to hospitals, health centers open market and retail pharmacies across the country.**
- **Supply of medical equipment and facilities to hospitals and health centres across the country.**
- **Offering of consultancy services in the health care service delivery to ministries of health, hospitals, health centres and various health organizations.**
- **Ensuring that drugs and products meet the required standard as prescribed by the pharmaceutical council of Nigeria (PCN) and the national agency for food drug administration and control(NAFDAC).**



Our Services

- **Research and development in the area of prevalent diseases/sickness with the aim of prescribing appropriate drugs and therapy to reduce incidence of permanent incapability, deformity and death as a result of these diseases and sickness. Especially related sickness like hypertension, diabetes, cancer and high blood pressure.**
- **Liaising with pharmaceutical companies, hospitals and medical centres on ways of improving the general state of health of the citizenry, through steady supply of drugs at relative cheaper prices.**
- **Management of pharmacies and other health facilities for effective drug distribution, within and outside the state.**



Affiliations

MedExpress is affiliated with the following pharmaceutical and drug manufacturing regulatory agencies;

GlaxoSmithKline

Merck

May & Backer

Biopharm

Ezmor

Pharmaceutical Council of Nigeria

Green Life

NAFDAC

Pfizer

Fidson



Customer Base

Our customer base includes Hospitals as well as Retail Pharmacies some of which are listed below:

Asman Dental Clinic
Ancor HMO International
C&I Leasing
Clinipharma
Digitall Healthcare
Disney Pharmacy
Drug Matters
Elmed
Feetal Clinic
First Cardiology Hospital

Acticare Childcare Hospital
Bydow Pharmacy
Chard
Cura Divina
Divine Mercy Clinic
Doncan
De-Awesome God
Faithcity Hospita
Fembrook



Customer Base

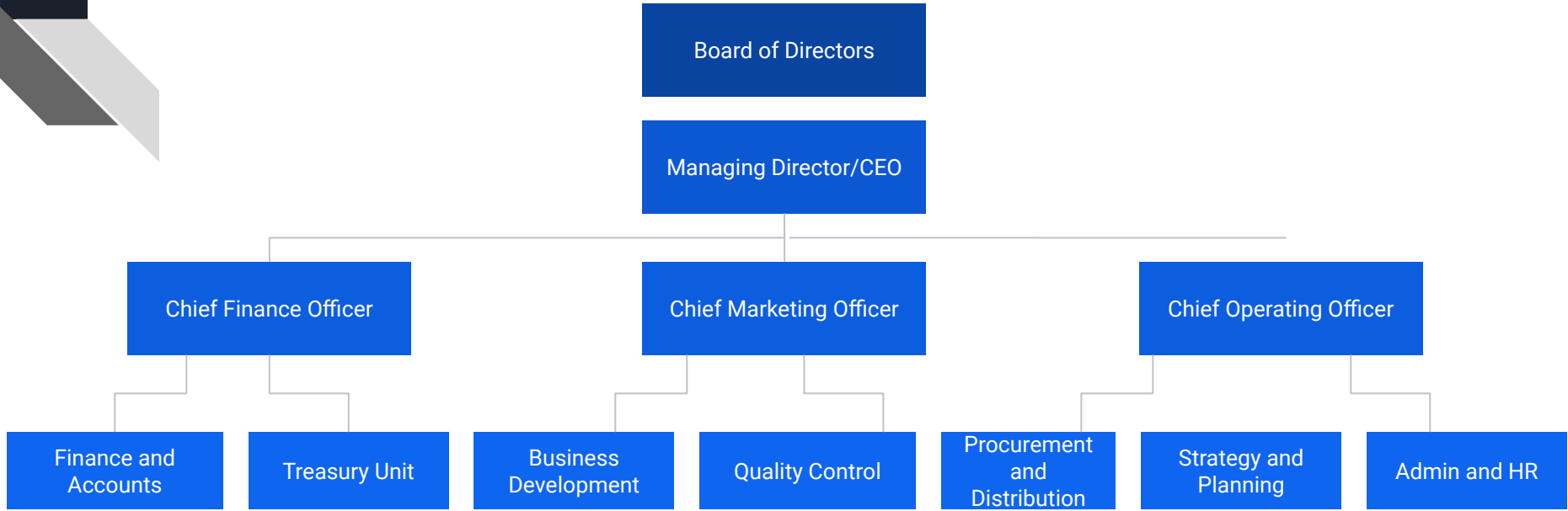
General Hospital, Lagos
Greenbalm
Healthplus
Kaaf Maternity
Medison Specialist Hospital
Meds Pharmacy
Naveen Hospital
Olive Specialist Hospital
Premier Specialist Hospital
Remedia
Rennies
Simply Health Pharmacy
UBA Pharmacy

Glen Eagles Hospital
Healthcraft
Healthsprings
Lakeshore Cancer Hospital
Morsun Medical Clinic
N.T.A Hospital
Niyot Hospital
Pediatric Partners Hospital
St. Anna Specialist Hospital
Richcare
Safco
T&D Pharmacy
Wellplus Pharmacy



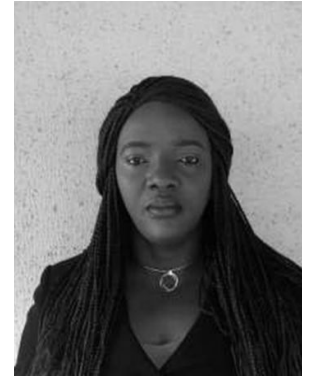
The Team





Pharm. Ruemu Onodjefemue - CEO

Ruemu holds a bachelor's degree in Pharmacy (B. Pharm) from the University of Lagos, Nigeria. After 5 years working as an in-house pharmacist in prescription drugs stores, Lagos University Teaching Hospital (LUTH), and Chevron Hospital, she became an Investment Banker, where she sharpened her financial and business management skills. She is a member of the Pharmaceutical Council of Nigeria.



Akinsanya Obiodun - CFO

Akinsanya, holds a degree in Banking and Finance and a Postgraduate diploma in Accounting from Lagos state University Ojo, Nigeria.

Akinsanya experience straddles across sales and customer service, internal auditing and assurance and accounting. After working with Visafone communication limited the only surviving CDMA network for over 7 years in different department, he hold a student membership of Association of Certified Chattered Account at professional level and is currently studying for his Masters degree in Financial management.



Dr. Ubiame Omas - CMO

Ubiame holds a Bachelor of Medicine, Bachelor Surgery (MBBS) from the University of Lagos Nigeria. She is a Public Health Practitioner (MPH policy King's College London; UK Faculty of Public Health), a Public Health Researcher (Harvard School of Public Health certified), Project Manager (UK Prince2) and she is the Principal founder at Public Health Partner (PHP). She is a member of the Association of Public Health Physicians of Nigeria (APHPN), Nigeria Medical Association (NMA) and Medical Women Association of Nigeria (MWAN); Dr. Omas currently sits on the governing council for the Federal University of Yobe, Gashua, Yobe state. Most of her clinical years were done with the Nigeria Ministry of Defence



Okundia Jonathan - COO

Okundia has a wealth of experience in the Oil and gas industry; with more than a decade spent in ExxonMobil coordinating project based operations. Mr. Okundia Jonathan holds a B.Eng. In Electrical/Electronics Engineering and an MBA from Lagos Business School (LBS). He is COREN Engineer and a specialist in supply chain management.





Value Proposition

A partnership between MedExpress and (Laboratoire Modilac) on drug and product distribution management with MedExpress as operator, will achieve the following for both parties:

- **Comprehensiveness:** MedExpress shall ensure a comprehensive range of products and services which cuts across preventative, curative and palliative, including effective product delivery activities are provided; appropriate to the health care needs of all and sundry in the chain of supply and demography.
- **Accessibility:** Drug and product distribution to the grass-root is imperative to MedExpress, to this end, we are bringing drugs and product that is affordable, and can compete healthily with all others in the market.



Value Proposition

- **Coverage:** Our distribution network and service delivery designed to cover all social and income groups, healthy and unhealthy.
- **Quality:** MedExpress is committed to a high standard of products and service delivery that is compliant with international best practice in distribution and products service delivery. Our product delivery is effective, safe, focused on customer needs and delivered in a timely manner.
- **Customers-Centeredness:** At MedExpress, we believe that besides the excellent products distribution service we shall be providing, we take responsibility of their deliveries and are thus, partners in progress for our clients, to this end our product service delivery shall be tailor-fit to the customers needs. We shall have follow-ups on customers to ensure they receive their quality product in time.



Value Proposition

- **Accountability and Effectiveness:** MedExpress intends to inject innovation and efficiency in managing cost without compromising the expected quality of products distribution and service delivery.
- **Revenue Generation:** As a result of this partnership, both parties will generate revenue in accordance to the MOU
- **Continuity:** Organized product delivery to ensure continuity of transaction across the customer network base and ensure satisfactory feedback.

Our Approach

MedExpress's approach begins by understanding the unique factors of each product lines and also identifying the avenues that provide the greatest opportunity to improve product service delivery and profitability. By understanding these factors and Unlimiting service delivery, financial performance, the steps to improved products growth can be prioritized and aligned to build upon each other.

The remaining steps to profitability include:

- **PHARMACY RETAIL OUTLET:** We provide our customers the opportunity to walk in and pick from the varying available products across different therapeutic options.

We also provide the option of sending in orders on our various online platform for delivery.



Our Approach

- **HOSPITALS (Private and Public)** We redistribute hospital wares and supplies via our different engagement platform to major Hospitals.
- **OPEN MARKET /WHOLE SALES:** We are major distributor for different multinational (Pharma) companies in Nigeria.

We also import and distribute essential supplements and vitamins within the Nigeria open market.

The key to growing of profitability is utilizing a methodology that identifies the areas of growth and can be transformed into a systematic and proven plan for success.



Thank You.

