

PHARMEXCIL

From: Paloma Rola <prola@nadhari.co.mz>
Sent: Tuesday, April 18, 2017 3:58 PM
To: rd.rr@pharmexcil.com; dd.smk@pharmexcil.com; info@pharmexcil.com
Cc: Aldo Tembe; Daniel Lucas; aed@pharmexcil.com; dg@pharmexcil.com
Subject: Opportunity for penicillin manufacturing plant in Mozambique

Dear Mrs. Roja Rani,

Hope this e-mail finds you well.

We are reaching out to you as a recommendation from Mr. Verma, First Secretary (Eco. &Com.) for the High Commission of India in Mozambique, with regards to a potential opportunity in the pharmaceutical project in Mozambique. Your assistance in putting us in touch with potential interested parties would be greatly appreciated.

Thanking you in advance.
Best Regards,
Paloma Rôla

Project Overview

Our company is accredited by Sociedade Moçambicana de Medicamentos (SMM), to engage with potential partners to mobilise investment /financing to implement the below mentioned project .

SMM is the only pharmaceutical factory in the country and a government owned company established in 2008 to set-up an antiretroviral (ARV) manufacture unit.

SMM aims to be a vehicle of the state to boost the local production of medicines and reduce the country's dependance on importation, as such, it is currently looking at alternative ways of becoming sustainable by setting up a completely new penicillin products manufacturing plant, with a capacity to produce 95mm PU a year. SMM currently outsources the production of amoxicillin (a product already registered with the mozambican authorities) through a Brazilian factory, and subsequently supplies to the Public Health System (PHS), which accounts for 90% of its revenue, corresponding to close to 4mm PU supplied per year.

Below is an estimation of the PHS consumption, based on 2014 data of some of the proposed portfolio products, it does not include the private sector which adds around 30% of the indicated amounts.

Amoxicillin - 500mg - capsule - 95mm PU a year

Phenoxymethylpenicillin - 500mg - tab - 53mm PU a year

Amoxycillin+Clavulanic acid - 500mg +125mg - tab - 4mm PU a year

Additionally, SMM has a commitment from the Ministry of Health to absorbed all of its production.

We will be happy to share all the other information if potential parties show some interest.