

DrugStoc

Empowering Healthcare Providers for a Healthier Africa

DrugStoc

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0803 687

the **DrugStoc** Vision statement

“To Transform the Way Health Providers Interface With and Utilize the Pharmaceutical Market”

For the first time in Nigeria, DrugStoc will bring **over 90 million people into a transparent pharmaceutical supply chain** with zero tolerance for counterfeits

By 2024 DrugStoc will be **the largest last mile distributor of health commodities** in Nigeria

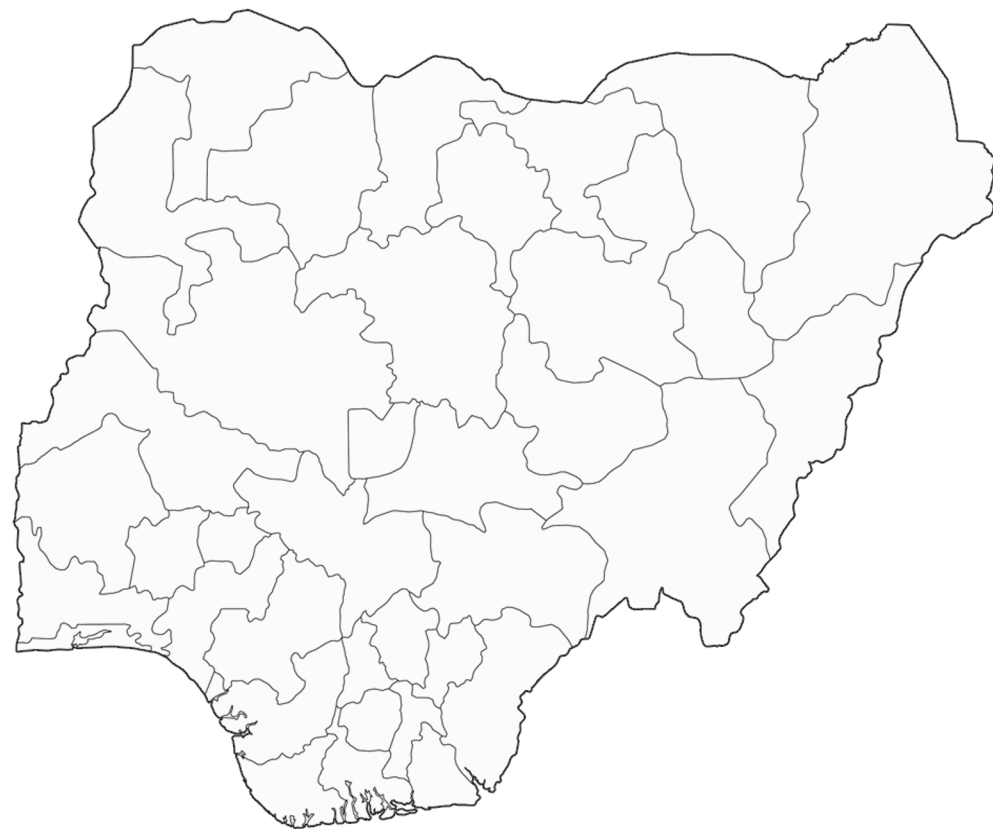


DrugStoc



The Market

Significant pharmaceutical addressable market currently being underserved...



Country

Nigeria

Capital

Abuja

Region

West Africa

US\$2 billion+

Pharmaceutical sales per annum



c.200 million

most populated country in Africa

160

Local Manufacturers

Nigeria's pharma industry can service 60% of the needs of West Africa's pharmaceutical market

18,000

Private Hospitals

Over 70% of the population first seek care in the private sector before the public sector

30,000+

Products

Wide range of pharmaceutical products and needs in the market

400+

International Manufacturers

The Nigerian pharma market has continued to receive a lot of attention from global brands trying to penetrate. In 2018, McKinsey stated that winning in the last mile distribution space is key to winning and capturing markets in Africa

c.500,000

Pharmaceutical Distribution Touch Points

PPMV

Largest contact point for pharmaceutical distribution (by quantum) only serve OTC medication

Clinics

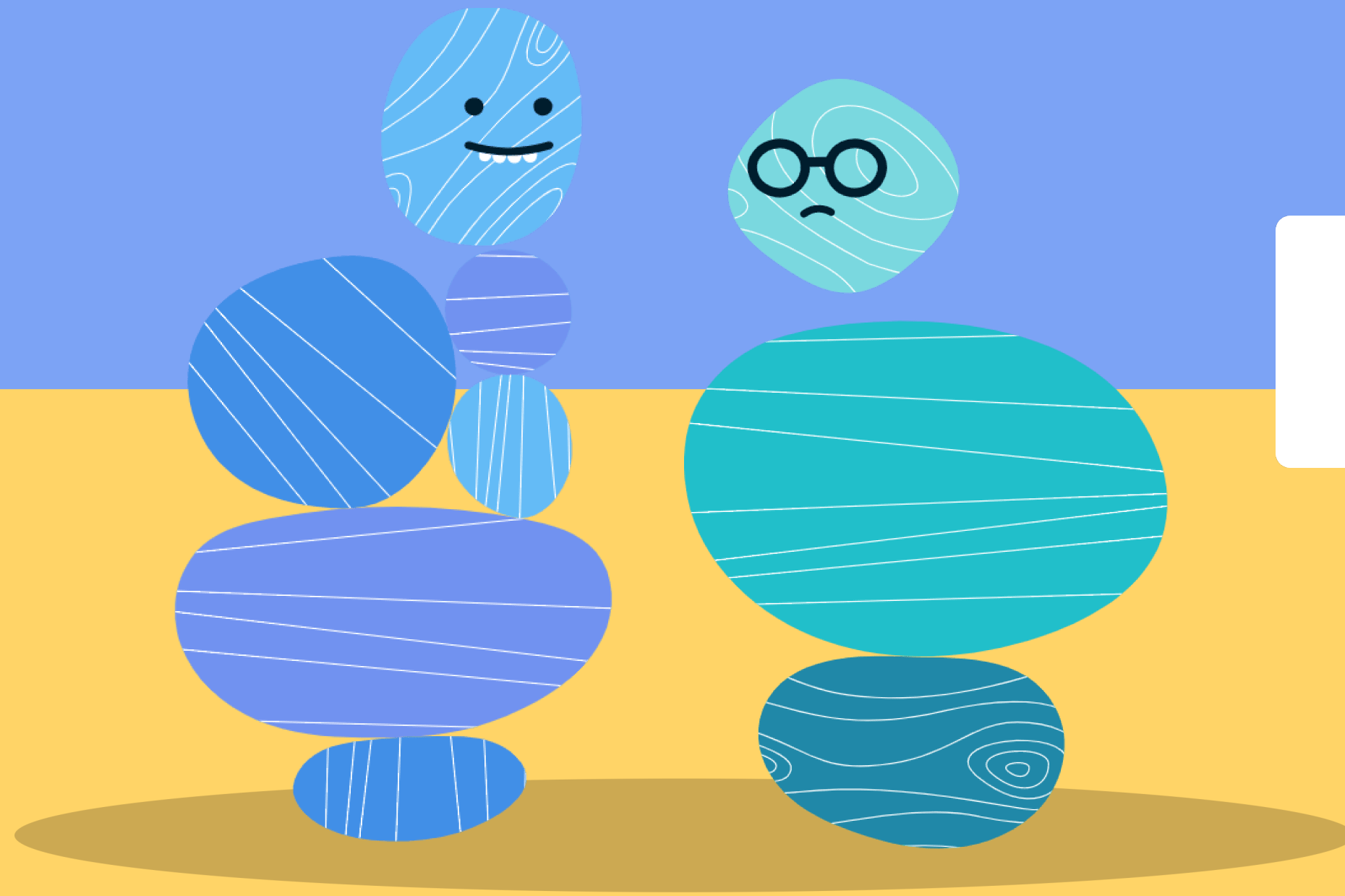
Focused on Primary healthcare

Nursing Homes

Another cadre of care provided by nurses and midwives

Community Pharmacies

Make up the bulk of pharmacies



The Problem

The Problem

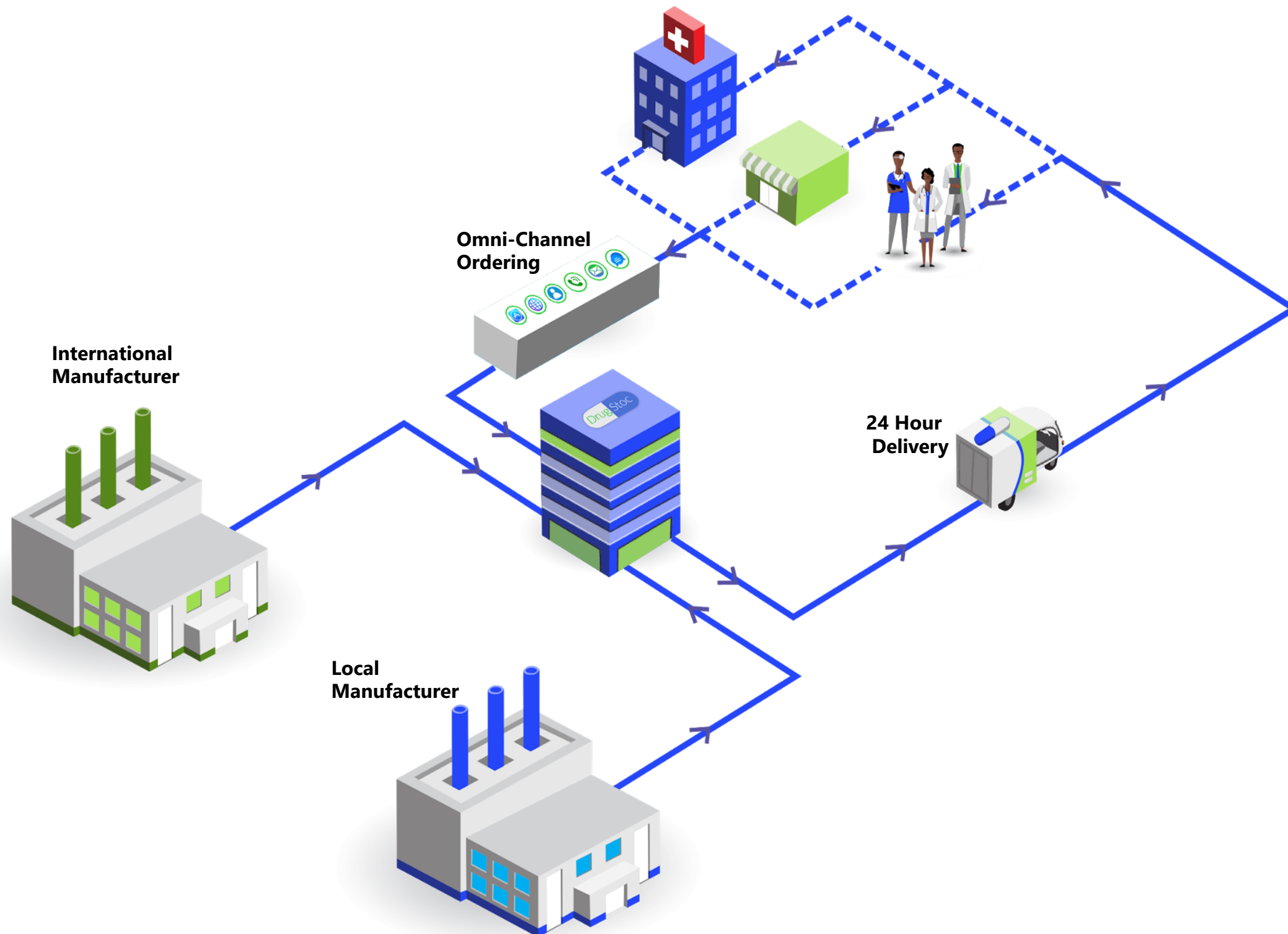
Lack of transparency in pricing of quality drug due to middle-men involvement...



- A **fragmented and chaotic drug distribution system** forcing Nigerian healthcare providers to become heavily reliant on open drug markets and unlicensed drug traders to fulfil their pharmaceutical needs.
- This leaves healthcare providers and the general public susceptible to counterfeit and substandard products and will have to pay much higher, about **2x – 64x the average global price** for quality essential medication.
- Funding challenge for infrastructure and pharma supply chain

The Solution

... an *end to end supply chain model* leveraging technology...



- All Products purchased on the DrugStoc platform are available via direct buying relationships with the biggest pharmaceutical manufacturers and importers in Nigeria. International companies like GSK to local Manufacturers like Fidson all work with DrugStoc to reach the last mile
- Health Providers have omni-channel access points via area managers, mobile applications, web portals, call center, and chat services
- DrugStoc provides sustainable financing solutions to access pharmaceutical products
- Today sign-up to DrugStoc services is free for health providers and manufacturers alike

What's the big idea?

*At **zero** cost to the State!*



+/- Concessioned warehouse will be renovated to State-of-the-Art Facility

State-of-the-Art distribution centre and operated on behalf of the State to ensure constant supply of pharmaceutical products. This warehouse will be run by DrugStoc and her partners under a concession agreement with the State Government



7000+ Pharmaceutical SKUs readily available at rock bottom prices

The DrugStoc platform which has access to over 7000+ pharmaceutical SKUs and over 250 local and international vetted and accredited manufacturers for sale in Nigeria by NAFDAC. These products will be made available to the State citizens without any middle-men driving up the prices of the end product.



Refurbishment, Upgrading and Operation of retail facility outlets at the public hospitals and facilities.

The platform through its innovative supply chain will ensure same day delivery and fulfilment of requested pharmaceutical and healthcare products ensuring constant availability, good quality and zero stock-outs.



E- Prescription and Inventory Management

The consortium will deploy state of the art technology in order to bring essential drugs closer to the patient through the use of an E-prescription platform further making life so much easier, more convenient for the patient trying to access good quality medication.



Our goal

Our goal is to leverage technology and innovative supply chain strategies to expand access to good quality pharmaceutical products and healthcare.

Objectives

1. Seamless end to end supply chain visibility with zero stock-outs and radically low prices.
2. Value creation within the healthcare system and sector for the people and Governments through innovation within the supply chain

Ask

Proposal to partner under a PPP arrangement with the State Governments to provide an innovative cloud-based end to end supply chain solution, (CREDIS), which will transform the way pharmaceuticals are accessed by Nigerians.

Rationale and Justification

Socio-demographic impact

Nigeria has a window of opportunity to leverage her current demographics in order to transform her current status. Investing in healthcare will ensure that future productivity is guaranteed and the looming demographic dividend is paid forward.



Market Potential for value creation

Nigeria with her expanding middle class will be the 3rd most populous country at 400 million people of working age by 2050 all looking for quality affordable healthcare



Quality of care

Improving the quality and cost effectiveness of the pharmaceutical supply chain will create a significant impact on the lives saved within the country



Local, regional & national Impact

Reduce burden of illness within community especially women, children and the vulnerable creating a healthier and more prosperous populace



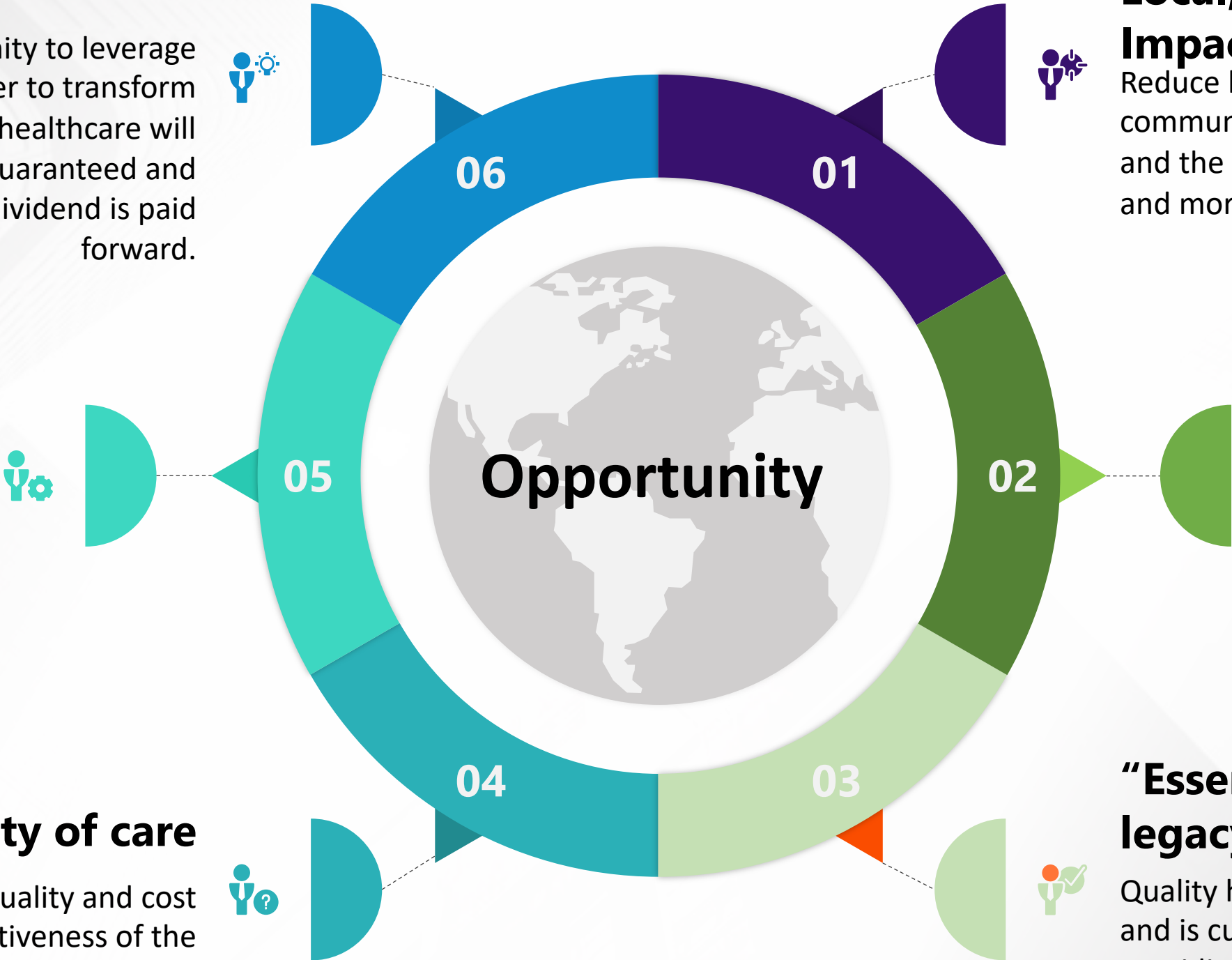
~ \$1 billion lost annually

in capital flight due to medical tourism in Nigeria. Fast Movers stand the chance to reap enormous benefits from plugging this gap

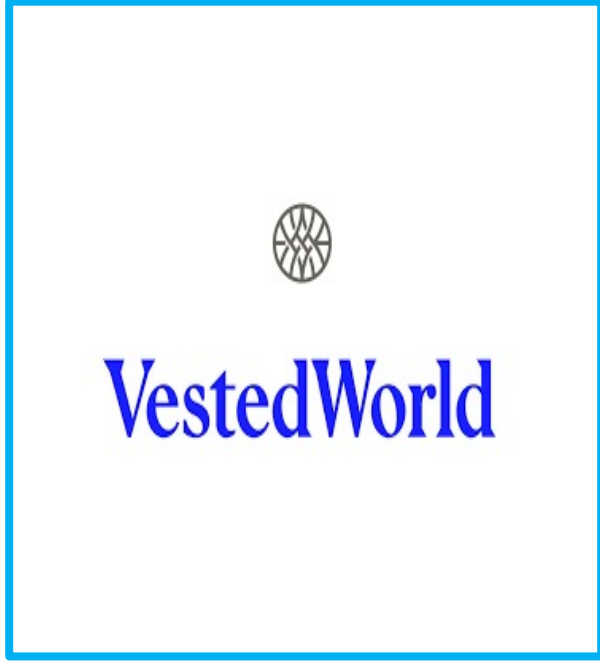


“Essential needs” legacy

Quality healthcare is a legit essential need and is currently scarce within the country. Providing this need as a trailblazer will reap massive dividends in the short, medium and long term.



partners.





WINNER
Tech Enabled Distributor of the
year



accolades.

THANK YOU

For partnering with us to build transparent supply chains where they are needed the most