

**Corporate Profile:**  
Fidson Healthcare Plc  
2018

*...we value life*





Who **We** Are

# Fidson Healthcare Plc.:

## Corporate Profile

- Incorporated in 1995 (22 years)
- In manufacturing since 2001 (16 years)
- First indigenous manufacturer of ARVs
  - “ARV prices have been falling since a new Nigerian ARV pill factory owned by local firm Fidson Healthcare Ltd began production in May” Reuters, August 16 2005.
- Listed on the Nigerian Stock Exchange since 2008 (9 years)
- Largest employer of Pharmacists in Nigeria outside Government
- First forayed into Consumer Packaged Goods, CPGs in 2008



# Mission & Vision Statement



To become the  
**preferred  
leading**  
pharmaceutical  
healthcare  
provider in our  
**sub-region**

Mission

To be the  
**preferred  
company** that  
adds **value to life**  
**with brands** that  
deliver  
**sustainable  
profitable growth**

Vision

**Innovation  
Passion  
Integrity  
Excellence  
Ownership**

Core values



Journey so far...



## Milestones

Introduced Ciprotab

1996

Commissioned 1<sup>st</sup>  
manufacturing facility

2002

1<sup>st</sup> Pharmaceutical company to manufacture  
Proton Pump Inhibitors (PPI's) in Nigeria

2002

Introduced Astymin

2003

1<sup>st</sup> Pharmaceutical company to Manufacture  
Anti-retroviral (ARV) in Nigeria

2005

Commissioned 2<sup>nd</sup> manufacturing facility  
(Introduction of new product lines)

2005



## Milestones

NIS ISO 9001:2000 Certification

2007

Listed on the Nigerian  
Stock Exchange

2008

Commissioned Corporate Head Office

2010

NIS ISO 9001:2008 Certification

2011

Commissioned ultra-modern WHO  
compliant manufacturing facility

2016

Addition of sterile line to factory capacity

2018

# Fidson Healthcare Plc.:

## Key Strengths



**EMPLOYEE  
STRENGTH OF  
*600***

*206* Professionals  
Largest employer  
of pharmacists  
outside Federal  
Government

Workforce

**OVER *250*  
NAFDAC  
REGISTERED  
BRANDS**

Local Manufacturing  
POM & OTC  
Nutraceuticals  
Herbals

Products

**STATE OF THE ART  
MANUFACTURING  
FACILITY**

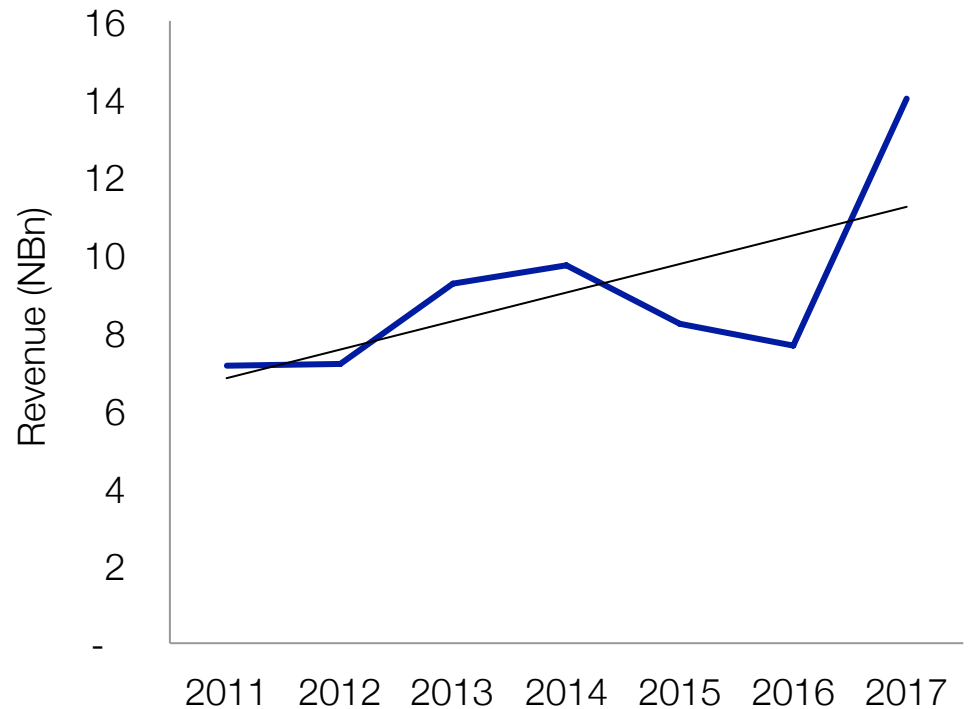
Capsules, creams,  
dry powders,  
tablets, ointment,  
liquid, eyedrops  
& infusions

Manufacturing



# Fidson Healthcare Plc.: Revenue Performance

Year	Rev. (N'000)
2017	14,056,030
2016	7,655,029
2015	8,210,760
2014	9,719,185
2013	9,235,056
2012	7,168,939
2011	7,127,853



\*Comparative industry analysis for H1, 2017 places Fidson Healthcare Plc as **the most operationally efficient** pharmaceutical company in Nigeria with an **EBITDA margin of 19%**.

*WHO*  
State-of-the-art compliant  
manufacturing facility  
commissioned in 2016





This is an impressive outfit from the variety of products, the amount of equipment, and the apparent commitment of the staff. Keep up the good work. It is noted and I am sure will be handsomely and adequately rewarded. Very pleased and happy to be here.

President Olusegun Obasanjo

What Fidson has built here is extraordinary. We must encourage and support this project in terms of patronage and tax relief in order to ensure that the company is able to coordinate production in a sustainable manner.

Prof. Isaac Adewole –  
Minister of Health (July, 2016)





I'm happy to be in a pharmaceutical company that has done significantly well to the development of Nigeria.

This is the first pharmaceutical company I'll be visiting as a minister. I'm so proud of what I've seen...

Dr. Ogbonaya Onu –

Minister of Science and Technology



“Indigenous companies like Fidson Pharmaceuticals, which despite the economic downturn continue to expand its production capacity and base should be encouraged not only with local patronage but with favourable government policies and waivers that will spur them into doing more...”

Dr. Okechukwu Enelama - Minister of Industry, Trade and Investment (July, 2017)



**CNN**

F R O S T & S U L L I V A N



Achievements &  
Awards







Visit [www.fidson.com](http://www.fidson.com) for more achievements & awards

## Achievements & Awards

**NSE**  
CEO of the Year Award

2012

**Business Day**  
Top CEO of the Year

2013

**Ernst & Young**  
Best practice Award, Nigerian Pharmaceutical  
Growth Excellence Leadership Award

2014

Nigerian Pharma. Company of the Year

2014

**Frost & Sullivan**  
Best Practice Award

2014

**Pearl Award**  
Sectorial Leadership

2015



Competitive Advantage

## Nationwide spread

With great emphasis on marketing, we depend on a network of highly skilled professional salespersons located across Nigeria

150 MSR's

### Lagos & Western region:

Head office, 2 factories & warehouses

### Northern region:

1 office & 2 depots

### Southern region:

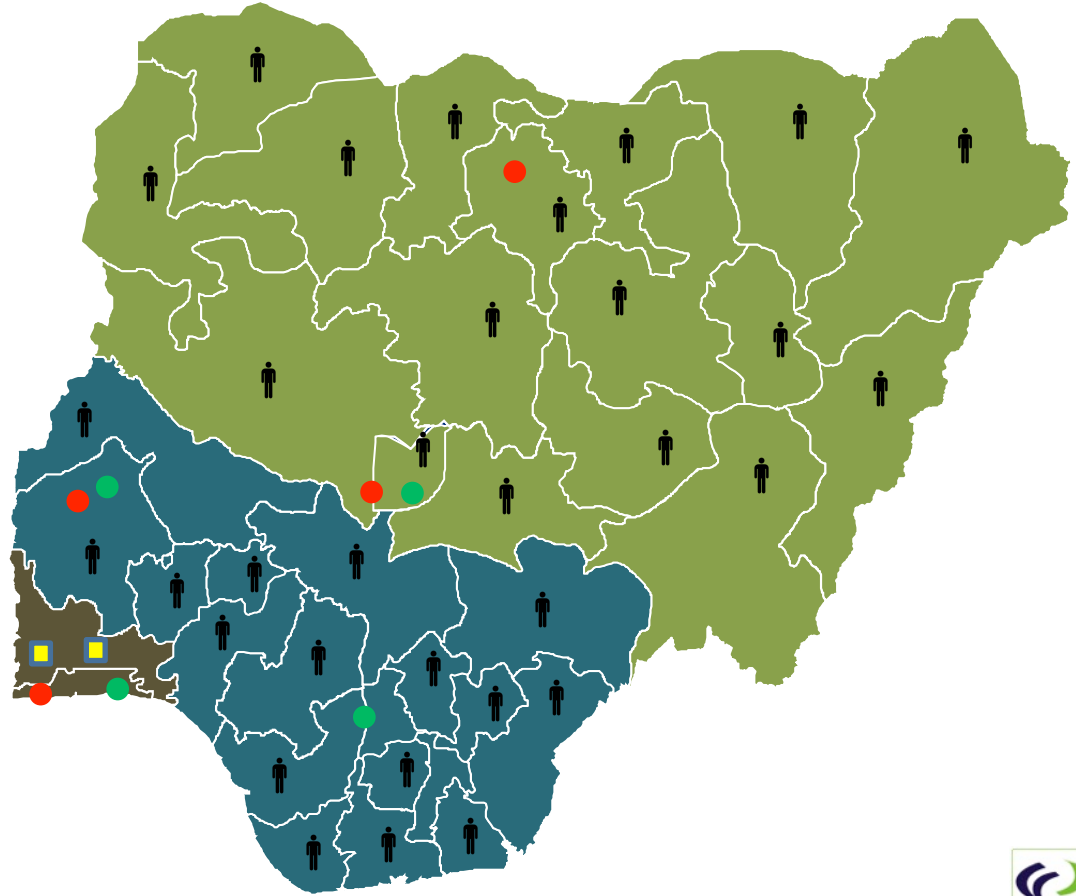
2 offices & 1 depot

Offices

Warehouse & depots

Factory

Medical Reps



R&D &  
Contract  
Manufacturing



**University of  
Sunderland**



MJ Biopharm Pvt. Ltd.



*Knightsbridge*



AHMADU BELLO UNIVERSITY



**UNIVERSITY OF IBADAN**  
*...the first and the best*



# Production



Our vision is to build and sustain Fidson Healthcare Plc. to be a **foremost pharmaceutical company** in the **West African sub-region** with capacity to deliver the required dosage forms

To realize this vision, Fidson is investing heavily in **machinery and expertise** of the highest quality, creating an indispensable presence in key therapeutic areas



Dry powder



Capsule



Tablet



Parenteral



Liquid

# Fidson Healthcare Plc.: Production Capacity

	Production line	Unit	Capacity
1	Tablet	mg	29,259,516
2	Capsule	caps	7,650,000
3	Cream/ointment	g	21,000,000
4	Liquid	ml	168,111,267
5	Dry powder	mg	4,687,200
6	Infusion		5,008,000
	Large volume	unit	2,008,000
	Small volume		3,000,000

# Fidson Healthcare Plc.:

## Competitive Edge



**High quality essential medicines at affordable prices**

World Health Organization WHO **compliant manufacturing facility**

**Efficient supply chain system & network with capacity to deliver to any location in Nigeria**

**Proven track record with States and Federal Government**



Corporate Social  
Responsibility CSR





A group of young African women, likely students, are shown in a line, wearing white short-sleeved shirts and blue skirts. They are all smiling and waving their right hands towards the camera. The background is slightly blurred, showing some greenery and a building. The lighting is bright, suggesting it's daytime.

*...we value life*

Corporate Social  
Responsibility **CSR**

# Clinton Health Access Initiative (CHAI)

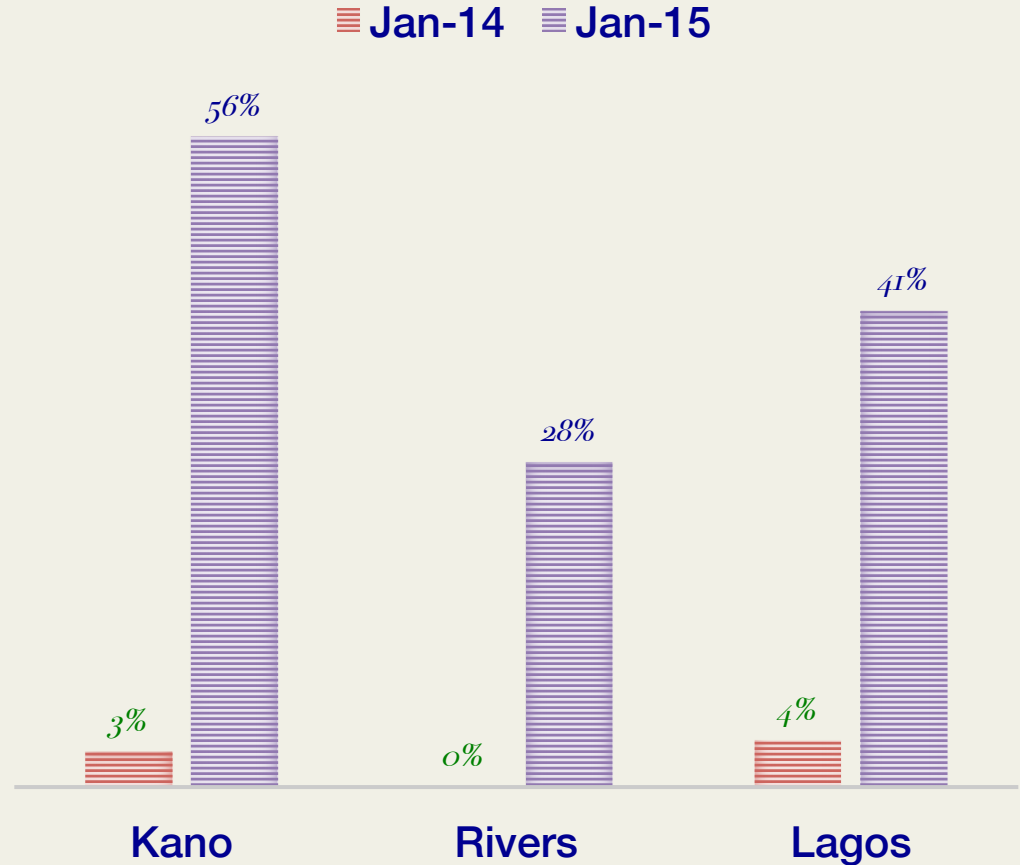
We, **Fidson** & **CHAI** work **together** to **drive the adoption of Zinc** as the first line **treatment for Diarrhoea in children**

**CHAI** is responsible for **training** healthcare workers and PPMV licence holders

**Fidson** provides the products at prices agreed on by the 2 organisations

We work **together** in Lagos, Kano & Rivers states

After **12** months of collaboration, **Zinc availability increased significantly** in the 3 states



Institute of Human Virology,  
Nigeria - IHVN

Fidson manufactures **Aquasafe** for  
patients in the **IHVN HIV/AIDS**  
programs in **Nigeria**

**Aquasafe** is also supplied to patients  
under similar programs run by other  
**NGOs**

The balance that is not taken up is  
sold in the **private sector** at **agreed**  
**prices**



# CSR: Child Development Centre, Lagos



Upgrade of the **multi-sensory laboratory**  
Upgrade of **classrooms** and reconstruction of a **state of the art hydro-therapy swimming pool**

Israel Omobowale  
diagnosed with a **congenital  
heart defect**  
required **N1.3m** for a  
**corrective surgery in India**



## Federal Medical Centre, Abeokuta - OOA Ward

Multi-million naira **state-of-the-art private  
wards**

Facility is **privately managed** and **profits are  
used to pay for indigent patients**



Commissioning  
of the OOA  
private ward  
donated to  
FMC Abeokuta  
by Fidson



...*the* **FUTURE**

# Global PRESENCE



More value-adding **Collaborations**  
with **Research Institutions**  
& **Governments**

Contract Manufacturing

Exports (West Africa)