



Fidson Healthcare Plc.

Corporate Profile



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Fidson Healthcare Plc.
Production facility
Fidson Avenue, Ota

About us



- Fidson Healthcare Plc, an **indigenous company** was **incorporated in 1995** as Fidson Drugs Limited to carry out the business of **importation, marketing and distribution** of pharmaceutical products
- The company **first forayed** into pharmaceutical manufacturing in **2002** after commissioning our first manufacturing plant
- Fidson was listed on the **Nigerian Stock Exchange - NSE** in **2008** and became Fidson Healthcare Plc
- Our **head office** is in the **heart of Lagos** while our **WHO compliant manufacturing facility** is in Sango Ota, **Ogun State, Nigeria**
- The factory occupies a **site of approximately 40 acres** consisting of the different buildings

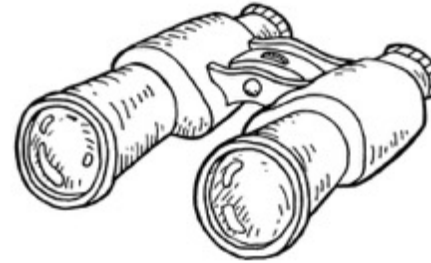
Who we are

Fidson Healthcare Plc. is engaged in the business of manufacturing, marketing and sales of quality pharmaceutical and healthcare products. We are a wholly Nigerian enterprise that has grown to become a leader in the Nigerian pharmaceutical sector.



OUR MISSION

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



OUR VISION

To be the preferred healthcare provider.

Core values



Innovation

Our creativity, resourcefulness and penchant for problem solving, is uncompromised

Excellence

Our unreserved consistency in quality of delivery and high performance ensures that we exceed expectations

Passion

Our dedication and enterprising propensity drives us to deliver exceptional results in everything we do

Ownership

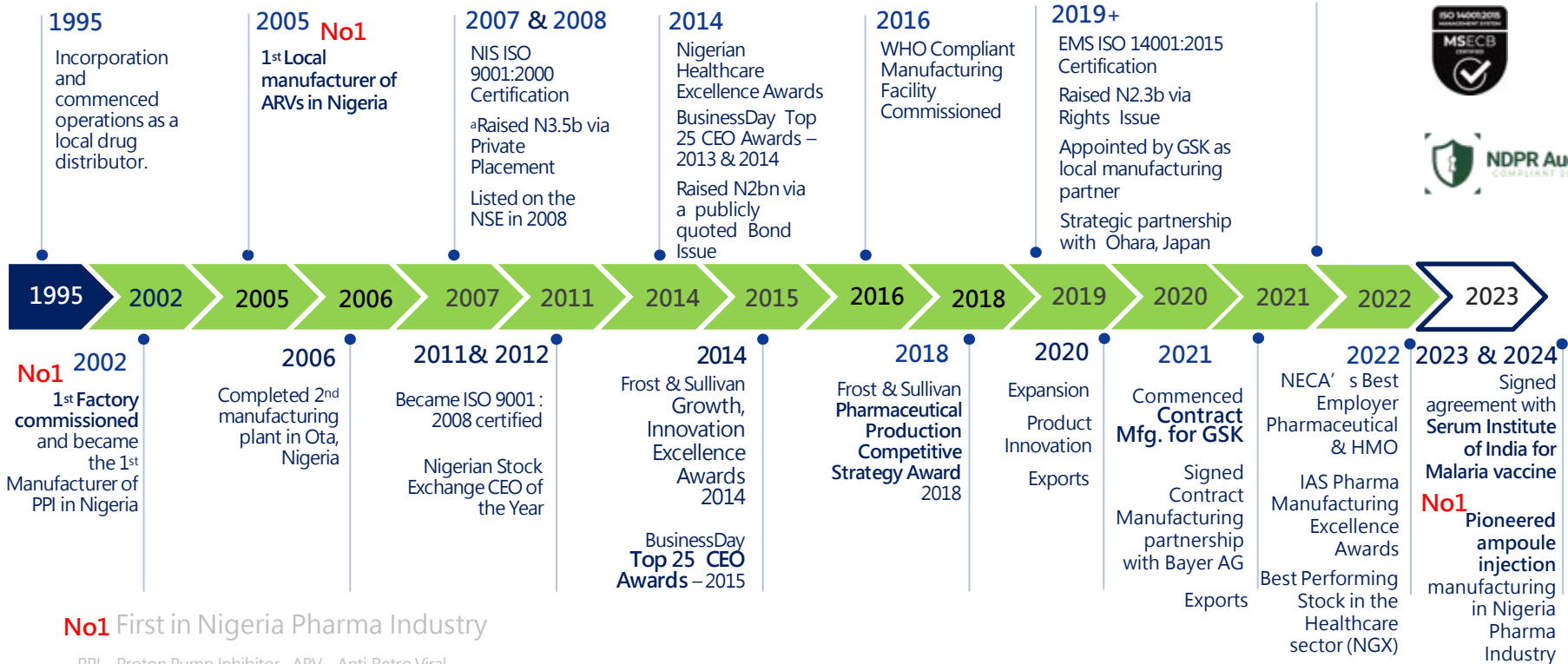
We display initiative, exercising possession and control of activities and tasks with a positive attitude

Integrity

Trustworthiness and upholding ethics and professionalism are some of our hallmarks

Our History

Milestones



No1 First in Nigeria Pharma Industry

PPI – Proton Pump Inhibitor. ARV – Anti Retro Viral
EMS - Environmental Management Systems

Acknowledgements



2025

Pharmaceutical
Manufacturing
Company of the
Year



2021-2024 (4x)

Best Employer in
Pharmaceutical
& HMO Sector
Category



2022

Winner Health
Sector
Best Performance
Initiative

2nd Runner up –
HR Best Practices
Awards



2020

Certification as Great
Place to Work 2019-
2020

Award for Best
Workplaces (Large
Corporate
Organizations)

Winner of Best Quality
of Life Award (Large
Corporate
organization)



2018

Best
Employee
Engagement
Program



2018

Winner of the
Frost & Sullivan
– Best Practice
Award for
Competitive
Strategy
Innovation and
Leadership.

Our Key Strengths



People

TOTAL

1800+

Employees

206 Professionals **largest employer of pharmacists** outside state & federal government

Products

TOTAL

350+

NAFDAC Registered Brands

Local Manufacturing POMs
& OTC Nutraceutical
Herbals

Process

TOTAL

10

Production Lines

Largest manufacturing facility in Nigeria and arguably West Africa

Our Certifications



We currently run a globally-accepted cGMP compliant manufacturing facility.

Fidson Healthcare Plc.



We are **1 of 5** Nigerian pharmaceutical manufacturers that are **candidates for the WHO GMP certification**.



We maintain an **Environmental Management System - EMS** in compliance with **ISO 14001:2015** standard that minimizes the impact of our operations on the environment.

Our People

Fidson has maintained a stable management team with **over 300 years of combined experience**, and seasoned directors.



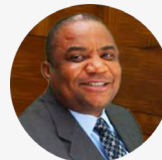
Fidelis Ayebae
Founder/Chairman



Abiola Adebayo
Managing Director/CEO



Dr. Babatunde Ipaye,
MPH, FWACP
Non-Executive Director



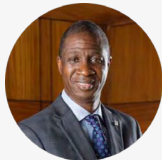
Philip Ejiofor,
FCA
Non-Executive Director



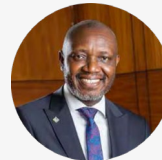
Dr. Vincent Ahonkai,
FAAP
Non-Executive Director



Emmanuel E. Imoagene
Non-Executive Director



Olugbenga Olayeye
Strategy Director



Ola Eboh Ijimakin
Commercial Director



Imokha Ayebae
Finance Director



Oshoke Ayebae
Business Development
Director



Gbenga Olayemi
Associate Director,
Commercial



Adejoke Alli
GM, Business Operations



Raphael Ajayi
GM, Supply Chain



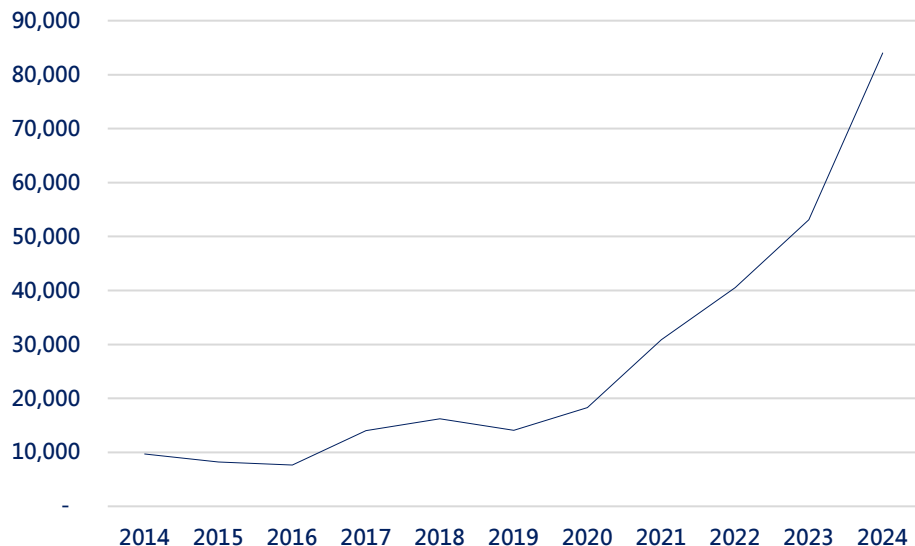
Nmaka Tijani
GM, Quality and
Regulatory Affairs



Abibatu Ariori
Head of Factory
Operations

Revenue Performance

Revenue Trend 2014 - 2024



Key Highlights - FY 2024 vs 2023

Metric	FY 2024 Value	YoY Growth
Revenue	₦84.2 billion	+59.0%
Cost of Sales	₦49.0 billion	+53.1%
Gross Profit	₦35.1 billion	+67.1%
Selling & Distribution Expenses	₦8.1 billion	+47.3%
Operating Profit	₦13.1 billion	+63.7%
Profit Before Tax	₦7.7 billion	+30.5%
Profit for the Year	₦5.8 billion	+3.6%
Total Assets	₦73.5 billion	+18.5%

In 2024, Fidson recorded **N84.2 billion** in revenue, representing a **59%** increase from the **N53.1 billion** in revenue posted in 2023.

About **66.4%** of revenue came from the sale of ethical products.

Products

- Fidson is an **innovative leader** in the manufacturing segment of the Nigerian healthcare industry.
 - Over **350** different products and **formulations** across various **therapeutic classes** and **pharmacological segments**.
- Some major achievements:
 - First** manufacturer of **ampoule injection** in the Nigerian pharmaceutical industry
 - Pioneering** the manufacture of **Proton Pump Inhibitors (PPI)** utilized for the treatment and management of gastric ulcer conditions
 - Becoming the **first company** in **West Africa** to **manufacture Anti-retroviral (ARVs)** drugs.



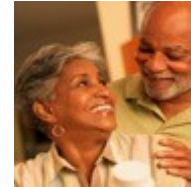
Antibiotics



Anti-Malaria



Parenteral



Haematinics



Neuro-psychiatry



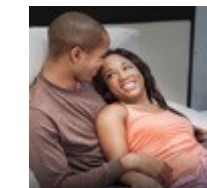
Anti-Diabetic



Osteo-care



Herbal & Nutraceutical



ARV



Cardiovascular



Analgesics



Gastrointestinal

Capsules

1,900 million units pa.
Based on 360mg capsules



Tablet

2,500 million units pa.
Based on 540mg tablets



Syrup

78 million units pa.
Based on 100ml bottles



Cream

75 million units pa.
Based on 20mg tubes

Intravenous solution

120 million units pa.
Based on 500ml bags



Sachet

95 million units
Based on 5g sachets



Manufacturing Capacity

10 distinct dosage forms

Ampoule

87 million units
Based on 5ml ampoules



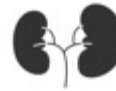
Dry syrup

10 million units



Eye drop

65 million units pa.



Dialysis solution

25 million units

Facility Layout



Block

A

Oral liquid - Two (2) manufacturing & packing lines

Block

B

Four (4) manufacturing lines
Cream & Ointment, Tablet, Capsule, and Dry Powder

Block

C

Sterile Products - LVP & SVP preparations including eye drops, ampoule injection manufacturing and packing

Block

D

Finished goods warehouse
Quality department – Instrumentation room, Microbiology room & Stability Chambers

Block

E

Raw & packaging material warehouse

The building complex is divided into five (5) blocks - A,B,C,D & E in addition to the Administrative, Warehouse, External Production Line and Utility areas.

“

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



“

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. Okachukwu Enelama
Minister of Investment (July, 2017)



“

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





Specific Partnerships

Contract Manufacturing

In recent times, Fidson has made some strategic alliances with international brands like GlaxoSmithKline Consumer Nigeria Plc (GSK), Bayer AG. These strategic alliances have helped build local expertise through transfer of technical knowledge and improve local production capabilities for Fidson.

In July 2019, Fidson entered a strategic alliance with Ohara, a leading Japanese pharmaceutical company. This strategic alliance with Ohara strengthens our position as a leader in the Nigerian pharmaceutical industry.



In April 2019, GSK announced the selection of Fidson as its local contract manufacturing partner. The strategic alliance makes Fidson the sole manufacturer of consumer products for GSK across West Africa

The selection of Fidson by GSK further attests the credibility and efficiency of Fidson as a leader in the Nigerian pharmaceutical industry



We have consummated a local manufacturing partnership with Bayer AG for production of their key products in Nigeria

Other Contract Manufacturing Partnerships:

Kedi Healthcare Ltd.
Olpharm Pharmaceuticals
SkinScience

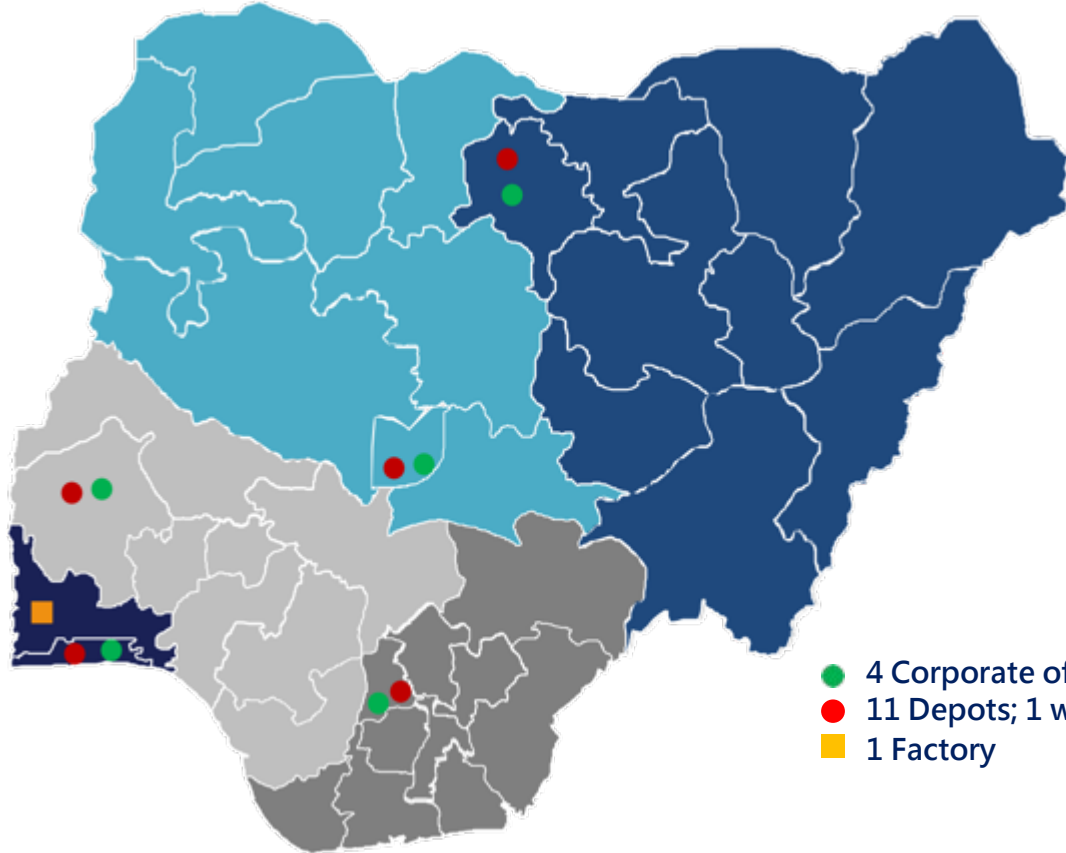
Our Reach



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

150 Medical & Sales Representatives

- Northern Region I
- Northern Region II
- Eastern Region
- Western Region
- Lagos Region



- 4 Corporate offices
- 11 Depots; 1 warehouse
- 1 Factory

Environmentally Responsible Business Practices



REDUCE EMISSIONS

Fidson utilizes natural gas, which **reduces negative effects** of emissions on the environment in accordance with **UN sustainable development goals on environment**. **Zero** emissions from use of gas generators.



RECYCLING

We practice **waste separation** at all sites, and work with the appropriate partners, like **government and other certified agencies** to ensure **waste is processed and disposed properly**.



DELIBERATE REDUCTION IN PAPER

DRIP is an organization wide initiative that seeks to **systematically eliminate** the use of **paper** in our operations.

All wastepaper generated in our operations is processed and disposed in accordance with **EMS guidelines**.



EFFLUENT TREATMENT

All wastewater from our manufacturing operations is **treated to be reused** in non-production related activities or **disposed safely** to the **environment free of microbial and chemical contamination**. Wastewater treatment **reduces demand** for **fresh water** and **protects the environment**.

Our Competitive Edge



Equitable Access

High quality essential medicines at affordable prices

Quality Standards

World Health Organization WHO compliant manufacturing facility

Supply Chain & Distribution

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

Africa Resource Centre for Excellence in Supply Chain (ARC_ESM) scores Fidson a maximum 10 out of 10.

May 2024.

Tested & Trusted

Proven track record with State & Federal Government



Global Presence



More value-adding
collaborations with Research
Institutions & Governments

Contract Manufacturing

Exports - Africa & the
middle East