

M A R A N A T H A



PHARMACY WHOLESALE AND DISTRIBUTION

The Highest Standards for Healthcare in Tanzania



1. About us

Welcome to Maranatha Pharmacy Limited, a renowned and highly rated as one of the largest importer and distributor of Pharmaceutical products and Medical Devices in Tanzania. Maranatha has humble origins starting as a diminutive family business in 1999 and has over the years, established itself to be one of the largest pharmaceutical companies in East Africa.

As an innovative and technology oriented pharmaceutical company, Maranatha Pharmacy Limited has resiliently carried out distribution through exclusive representation and global supply of a wide range of quality pharmaceutical, Sanitary Products, Medical Devices, Hospital furniture, Laboratory Reagent and Equipment. We have strictly given preference to the products from manufacturing plants that Comply to

International Regulatory Standards and WHO prequalification. This has always ensured that we give quality while still maintaining our price competitiveness in the market.

Apart from importation of medical and pharmaceutical products, Maranatha Pharmacy Limited has devolved its services by putting up Hospitals and Specialized Polyclinics which are already operational and providing much needed services and specialized treatments by making good health affordable and accessible to the marginalized communities and society at large. With active fieldwork, dedicated research and recognition of the efforts of those who work behind the scenes to combat illness and disease, we help as many people as we can to ensure their right to good health.

Mission

We will import, market and successfully distribute pharmaceutical products to prevent, diagnose, alleviate and cure diseases by passionately turn any challenge into a solution by collaborating with our partners to supply great medicines with affordable prices.

We shall provide total customer satisfaction and achieve leadership in chosen markets, products and services across the country, through excellence in investment, research and development.

We are responsible to the society. We shall be good corporate citizens and will be driven by high ethical standards in our practices.

Vision

Our vision is to be established as the best pharmaceutical company in the United Republic of Tanzania, in terms of expertise, customer outreach and responsible entrepreneurship by providing high quality, affordable medicine and medical devices while returning value to our stakeholders:

- Our people: provide an ideal working environment and attract the best talent in our sector.
- Our international partners: be the partner of choice in the Country.
- Our community and the environment: be a role model for our contribution to society, to the Tanzanian economy and to sustainable development.

2. Core Values

We're dedicated to fulfilling the promise of human potential, in all places, in all aspects and stages of life. We believe that health is the key component to that promise. Because at our healthiest, we're capable of achieving anything. And that's why our pursuit of helping people achieve their best health status at every life stage is endless. This is how we put that belief into practice each and every day.

OUR PROMISE

we are here for the people we serve in their pursuit of healthy lives. This has been the way of Maranatha Pharmacy Limited for more than two decades; passionately and thoughtfully translating pharmaceutical products and devices distribution and availability into lasting contributions to a healthy living.

Our products encircle life, from newborns to aging adults, from nutrition and diagnostics through medical care and pharmaceutical therapy.

INTEGRITY

We conduct ourselves with uncompromising integrity and honesty and insist on the highest ethical standards and transparency from our employees in all interactions. Everything we do must stand public scrutiny.

PASSION FOR EXCELLENCE

We relentlessly pursue excellence through synergy, team empowerment and continuous improvement in all our projects, processes and products. To set our standards, we benchmark with the best in the Country and the world at large since we believe that the world have become a local market where interaction and exchange of ideas is paramount.

PARTICIPATIVE DECISION-MAKING

An ideal organization facilitates participation and involvement of each of its members in various decision making processes, thus ensuring their commitment to such decisions as well as its outcome. It provides a platform for seeking and nurturing constructive ideas from individuals, teams and units which eventually yields exceptional results.



CONCERN FOR SOCIETY & ENVIRONMENT

Maranatha Pharmacy Limited is a true believer in social responsibility campaign and participation since this defines and explains our existence. It entails making a difference in the quality of lives and environment surrounding us to which we must be sensitive towards. It is important to encourage fellow members on collective approach as well as individual basis to fulfil the responsibility of leaving behind a world rich in flora and fauna that can explain time tested values and ideals while ensuring a rich social fervor for our future generations.

FAIRNESS AND CARE

Fairness and Care towards all fellow members are inextricably linked. Weaving the threads of equality, irrespective of caste, creed, religion and gender, into the day to day fabric, ensures fairness for each and every individual. Empathic care recognizes needs and aspirations of all. Only such fairness and care eventually lead fellow members to the dawn of eternal success.

TRANSPARENCY

We, as Maranatha Pharmacy Ltd believe in openness. It encourages more informed decision making and aids in creating enduring trust among all stakeholders.

TEAM WORK

We align efforts and energies of our people across all levels and geographies to deliver outstanding results to our stakeholders. We encourage diverse opinions and yet work together in a coordinated and mutually supportive way. We believe in true pursuit of synergistic coexistence between our partners which includes our staff, suppliers and manufacturers.

ENTREPRENEURIAL SPIRIT

We empower our employees to generate new ideas, explore avenues and offer solutions that add exceptional value. We encourage them to build ownership in all endeavours by assuming responsibility with passion and conviction.

RESPECT & CARE

We are compassionate and sensitive towards all our stakeholders and treat them the way we would expect to be treated. We provide equal and fair opportunity for employment, learning and career development.

CUSTOMER FOCUS

We strive to understand and meet customer needs in a professional and responsive manner. We focus on building long term



3. Our Quality Commitment

Maranatha Pharmacy Limited is committed to the delivery of safe and effective products to consumers, a fundamental element of our Company's Purpose and Mission.

To meet this commitment, Maranatha Pharmacy Limited maintains a quality-focused culture to ensure the highest priority is placed on the safety, efficacy and reliability while sourcing our products. The ultimate safety of our consumers, the quality of data supporting regulatory submissions, and interactions with our stakeholders.

Maranatha Pharmacy Limited leadership is committed to maintaining a quality culture with appropriate systems and processes in place to drive quality-focused behaviours and ensure decision making based on what is best for product quality, consumer safety, and protection of Maranatha's reputation and business.

Each person in Maranatha Pharmacy Limited is accountable for ensuring product quality, and consumer safety.

As part of Maranatha's commitment to Quality:

- Maranatha's business is conducted in compliance with applicable quality regulations, codes and standards;
- Division leaders are accountable to

ensure procedures are in place that adequately define the expectations for work that supports, or directly affects, product quality, product registration and/or data that supports product quality and consumer safety;

- All Colleagues and Contingent Workers have the appropriate education, training, skills and experience to carry out their work competently, in accordance with applicable regulations and Maranatha Pharmacy Limited policies and procedures;
- Records, documentation and data are managed in accordance with applicable regulations.
- Processes for escalating issues to ensure product integrity and consumer safety are in place and consistently used;
- There is effective oversight of any third party carrying out work on behalf of Maranatha Pharmacy Limited.
- Maranatha's Quality Policy is implemented through a comprehensive and rigorous Quality Management System. Our performance is monitored and regularly reviewed to ensure our standards of conduct meet our high expectations of quality for our customers, and stakeholders.



4. Distribution

Our wide range of product is supported by activities and services designed to provide product knowledge and help the medical profession deliver the best possible healthcare. This is also supported by medical representatives who act as advisors to both the company and our target customers.

Headquartered in Dar es Salaam with a team of professionals; together with a large multi-warehouse distribution centers, we have 12 Branches to help us achieve fully fledged operations throughout Tanzania. Each branch has its own warehouse to handle the requirements of the customers.



5. Business Development

With Annual revenue turnover of over US\$ 22.6 Million, Maranatha Pharmacy Limited is among of largest Pharmaceutical Companies in the Country. We provide high-quality, affordable medicines and medical devices trusted by healthcare professionals and patients in all regions over the country.

As a market leader in pharmaceutical and medical devices supply, Maranatha Pharmacy Limited has been entrusted by both the private sector and various governmental and non-governmental institutions as the one stop supplier to human medicine. We have commercial

footprint all over the country and always willing to build a synergy with other likeminded suppliers/ manufacturers to fulfil the ever increasing market requirements.

Our leadership market position in the country allows us to offer significant value proposition to Manufacturing companies who would wish to partner with us to introduce and market their products in the country. With our available professional personnel, we have the force and potential to give direction and priority to various licensed and partnered projects.

With over 20 years' experience in the market, we understand that strategic alliances and partnerships play a critical role in achieving targeted sales and growth.

We have existing trusted business relationship with 100+ partners, both Manufacturers and Distributors within and outside the country. Due to our size and

ability to handle major pharmaceuticals and medical device deliveries, we have been awarded various government medical supply tenders in four major Regions in The United Republic of Tanzania. These tenders have enabled us to work closely with all government health institutions continuously for the last three years while ensuring we deliver on the tender requirements to the



6. What we do/Activities

Maranatha Pharmacy Ltd plays a vital role helping people around the country meet every day needs for sustenance. We are a master in merchandising of commodities. Our diversified products span the value chain where we operate from retailing to wholesaling to Hospitals, aiming to get the right medication to the right people at the right time.

Maranatha Pharmacy Ltd is an authorized distributor of pharmaceuticals, surgical equipment and medical supplies for any healthcare provider/reseller. We have a marketing and distribution network across the country supported by a qualified sales force.

Through our retail pharmaceutical shops, we offer firsthand drugs through OTC and prescriptions only section. We have competent pharmaceutical technocrats who give advices to our customers from time to time to meet their individual health needs.

Maranatha Pharmacy Ltd is a pioneer in providing cutting edge pharmacy wholesale and distribution services in the Tanzanian

market. The company aims to disrupt the current model prevalent in the country by delivering value-add healthcare products and services to the people. The company's central operations are based in Dar es Salaam but our reach extends to the deepest interiors across the country. Through our professionally crafted procurement department and partnerships, we offer our customers' value based products while ensuring the price range is affordable

Through the Maranatha Hospital and our Specialized Polyclinics, we also provide unrivalled healthcare services to our patients at affordable rates since we are the suppliers of the pharmaceutical products and medical devices.

We offer all kind of pharmaceutical products and medical devices including:

PHARMACEUTICALS

- Antipyretic (pyrexia/pyresis) - for reducing fever.
- Analgesics - for fever

management(painkillers)

- Antimalarial drugs
- Antibiotics – for inhibiting germ growth
- Antiseptics – for prevention of germ growth
- Mood stabilizers
- Hormone replacements
- Oral contraceptives
- Stimulants
- Tranquilizers
- Statins

MEDICAL DEVICES

- Blood Pressure Monitors

- Nebulizer Mask
- Stethoscopes
- Digital Thermometers
- Face Masks
- Gloves, syringes, bandages, cotton wool, sutures, catheters, tubes, infusion sets, IV cannulas etc

HOSPITAL FURNITURE & EQUIPMENT

- Ultrasound Machines
- World-Class ECG Machines
- World-Class Haematology Machines
- ICU Beds
- World-Class Anaesthesia Machines



7. Turnover & portfolio

Over a period of time; with a resilient work ethics, strategic partnership and with set company future goals, Maranatha Pharmacy Ltd has had successful business development progress.

With a business that started with simplistic sales targets, we have grown into a company that has moved multi-million dollar sales volume of pharmaceutical products and medical devices annually.

We have continuously set our yearly sales target and have always met and exceeded these expectations due to our ideal understanding of the market needs and professional forecasting. Our yearly sales volume has grown from several dollars a day

into over US\$22.6 Million yearly turnover. We have a healthy stock holding portfolio and with our continuous desire to expand and reach other market segments across the country and even beyond, we are always in constant touch with the new medical inventions and new medical devices introductions in the market.

Our desire is to add more products into our existing portfolio for the basis of providing varieties and alternatives and price competitiveness to the market needs.

We believe this can be achieved through partnerships, synergy and healthy collaborations.



8.Careers

With over 250 employees covering the entire country, including a large team of fully trained sales force, we are dedicated to transforming patients' lives.

We are proud to employ a dedicated and committed workforce that is diverse in gender, and ethnic background.

Please forward your curriculum vitae using the email address below:

hr@maranathapharmacy.co.tz

We thank you for considering us as your potential employer.