



1997 — 2022
25 years of successful business
in the Sub-Sahara
African healthcare industry



Our mission

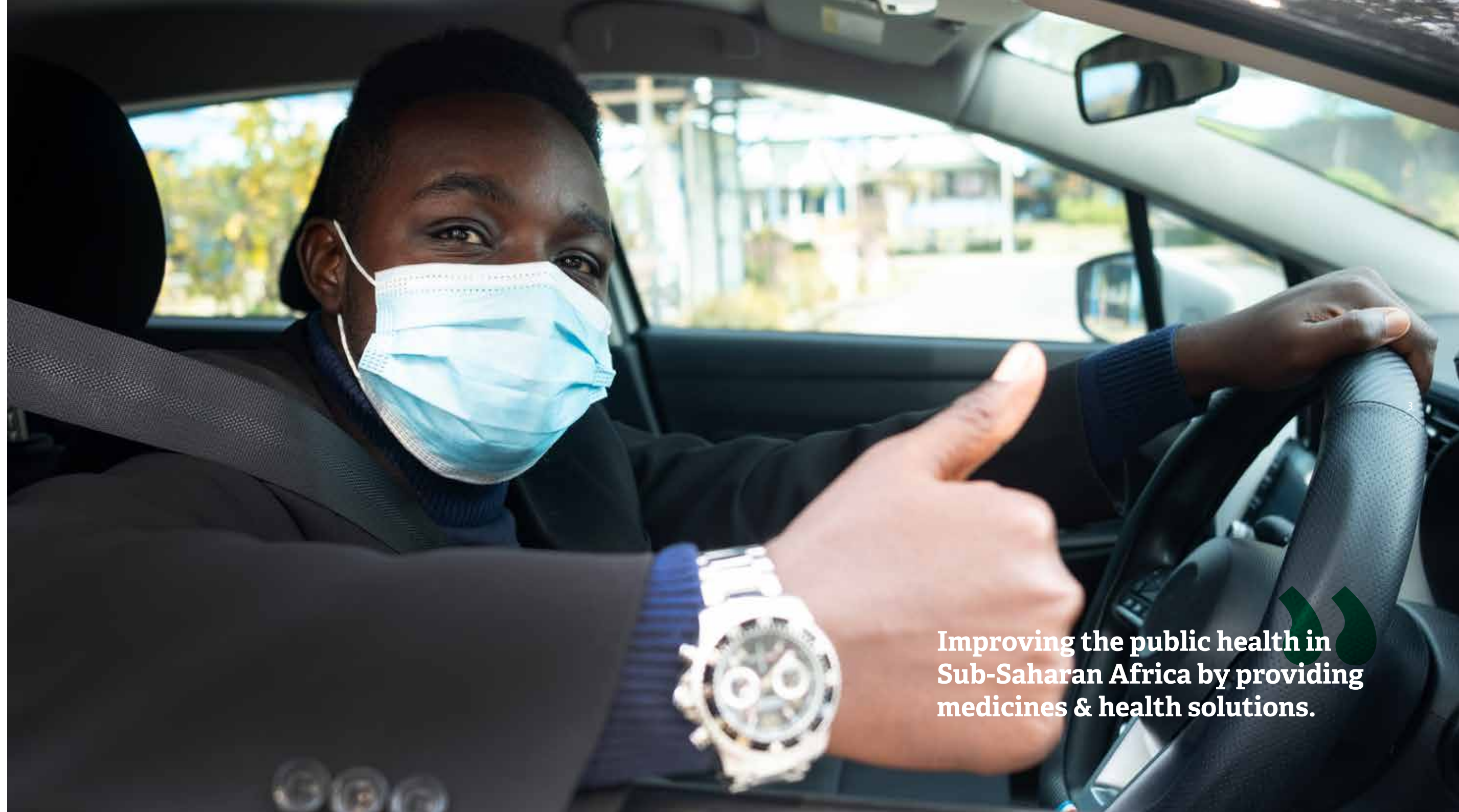
Our mission is to improve the public health in Sub-Saharan Africa, by providing medicines & health solutions complying with the highest European quality standards.

The continuous scientific and technical training of our sales force contributes to the recognition of our company as a reliable partner in our extensive network.



Bruno Jansen, CEO

A stylized, handwritten signature in black ink.



Improving the public health in Sub-Saharan Africa by providing medicines & health solutions.

Our business

Dafra Pharma is a family-owned company. Our success relies on the experience of our CEO Bruno Jansen and his team of dedicated employees.

We develop, market and distribute high-quality pharmaceutical products in Sub-Saharan Africa. Twenty-five years of experience and a well-established organisation with a professional staff and local knowledge ensure that our customers receive the best possible service.

What started with the development of antimalarial drugs, grew into a vast portfolio of generic products of the highest European quality standards. We are continuously expanding our portfolio to address the needs of all our African customers.

Our main strengths are reliability, transparency, experience, a broad local network and customer focus.

Discover more on dafrapharma.com



Dafra Pharma Head office in Belgium



Logistics center in Switzerland with bonded warehouse



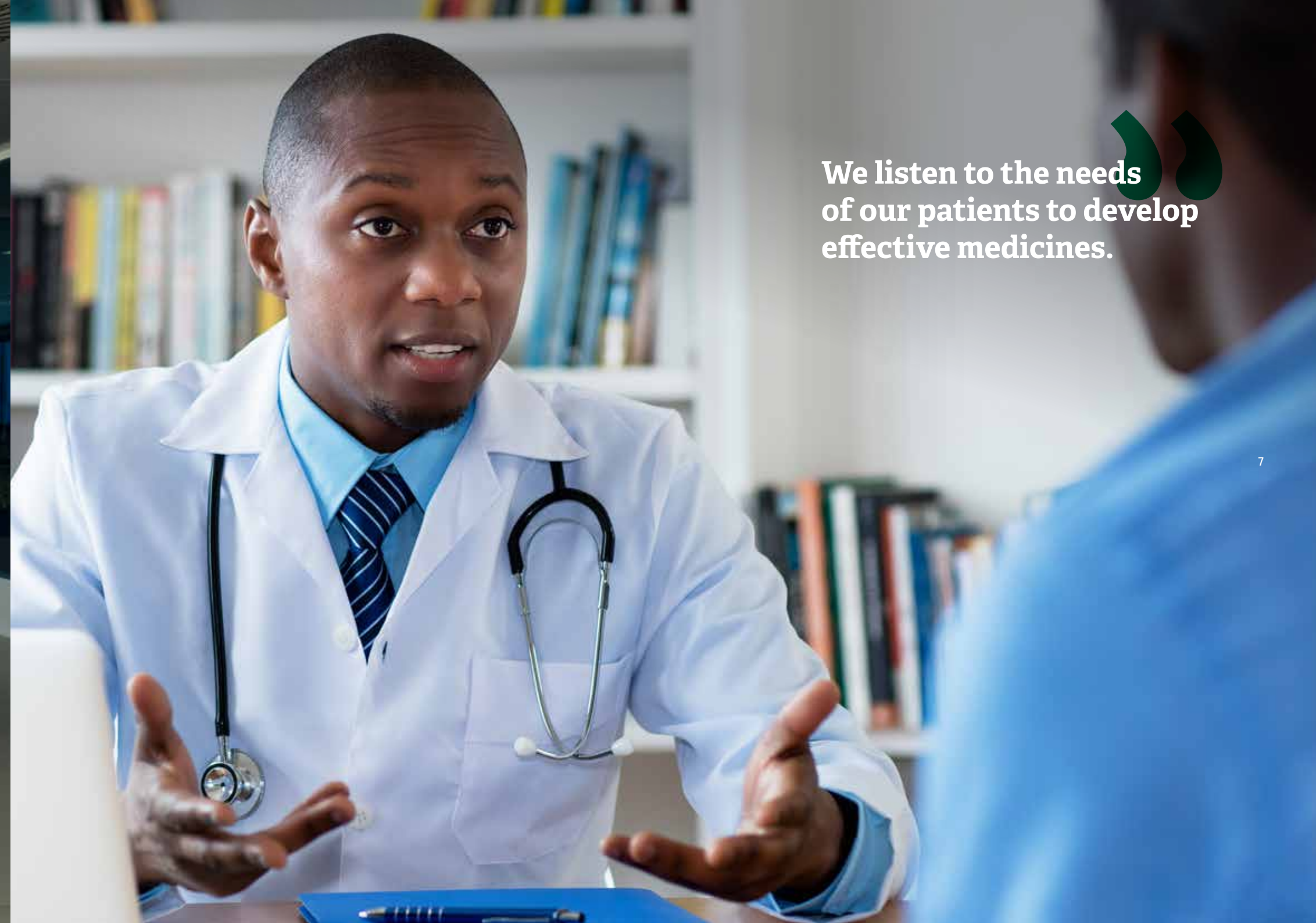
Dar es Salaam / Tanzania

- Established in 1997
- Family owned company
- Bruno Jansen, CEO
- Head office in Belgium
- Present in 30 African countries
- Our team:
 - Belgium: > 20
 - Africa: > 200
- Product portfolio: 2021 - 35 brands
- > 25 million EUR turnover in 2020
- Outsourced production
- Logistics center in Switzerland with bonded warehouse
- Swiss Medic License
- Market authorisations: > 1200
- Trademark owner: > 30





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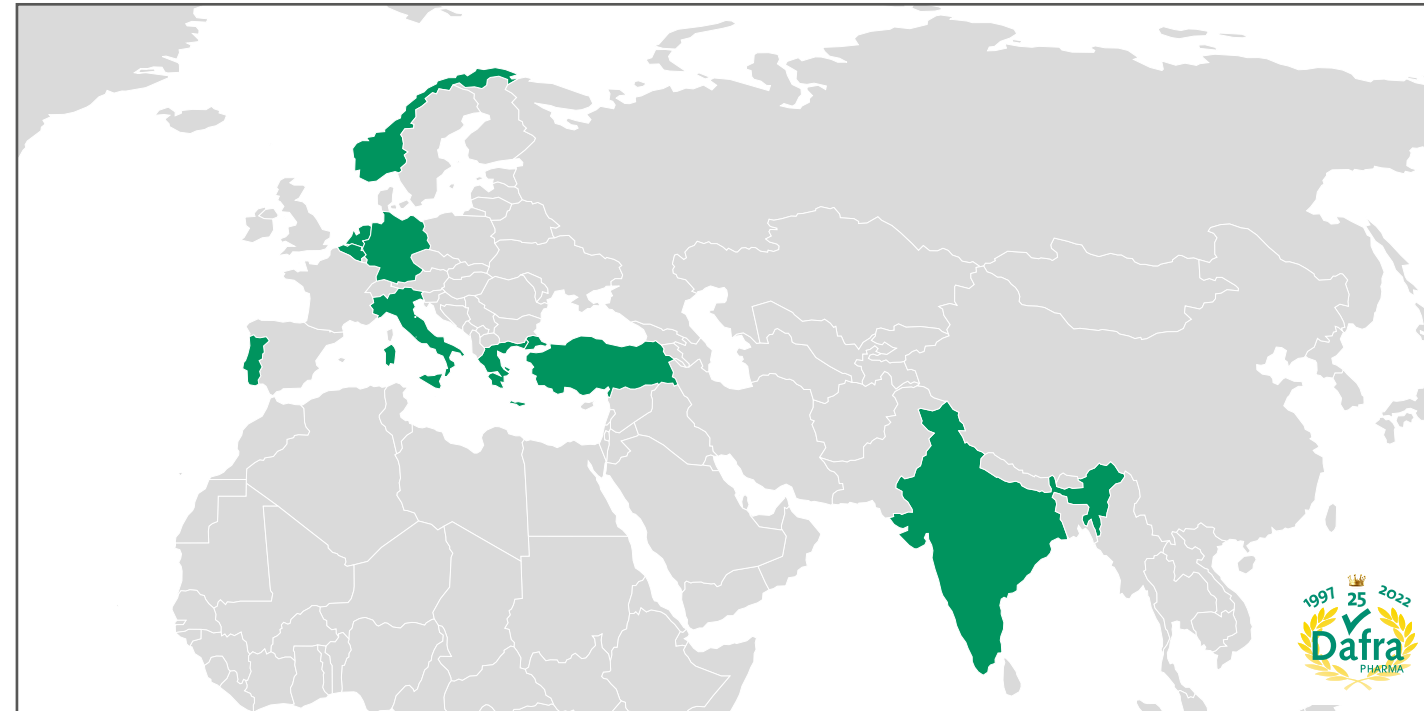
We listen to the needs
of our patients to develop
effective medicines.

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Production partners

All of them are specialised in their pharmaceutical field.

- The Netherlands
- Germany
- Belgium
- Norway
- Greece
- Portugal
- Turkey
- Italy
- India



*Dafra Pharma only works with **EU GMP manufacturers** that comply with the Good Manufacturing Practices (GMP).*



**We continuously develop
and improve our medicines.**

Milestones

1997

Foundation

Dr. Frans Herwig Jansen & Bruno Jansen

- First β -Artemether: **Artemether 80mg/ml**
- First EU GMP - Anti-Malarials: **Artesunate**
Arinate®



2005

Move to our current **headquarters**
in **Turnhout - Belgium**

2009

Dafra Pharma **Swiss subsidiary** for
warehousing, logistics &
pharma licensing

2011

100 medical reps in Africa



2014

Introduction **CRM system**
African sales force



2020

200 medical reps in Africa



2017

160 medical reps in Africa

Well-balanced product portfolio

2018

Introduction **e-learning platform**
for sales force

2021

E-learning app for **HCP**

More than **35 brands**



2000 — 2004

Anti-malarial developments:

- First EU GMP pediatric suspension: **Artesiane®**
- First artemisinin-based combination therapy marketed: **Ariplus®**
- First artemisinin-based combination therapy pediatric suspension: **Co-Artesiane®**
- First **Co-Arinate®** co-blister



2006

First FDC anti-malarial
marketed: **Co-Arinate®**



2013

Passing away of founder & R&D director
Dr. Frans Herwig Jansen



2008

Start **portfolio diversification** program



Engaging our network for you



Dafra Pharma has a strong presence in Sub-Saharan Africa. Our local network is well-established and can assist international pharmaceutical manufacturers with market entry, promotion and distribution. Our teams not only cover the big cities but also the upcountry territories in most markets.



Country	N° of Dafra reps	Population (in millions)	GDP/Capita (in EUR)
Angola	3	31.8	2,79
Benin	9	11.5	1,20
Burkina Faso	8	20.3	0,79
Burundi	3	11.5	0,26
Cameroon	17 (+1 RBM)	25.9	1,51
Central African Republic	1	4.7	0,47
Congo	11	5.4	2,28
Democratic Republic of the Congo	23 (+ 1 Admin + 1 Country Manager)	86.8	0,58
Gabon	5	2.2	7,77
Guinea	6	12.8	0,96
Equatorial Guinea	Agent	1.4	8,13
Ivory Coast	30	25.7	2,28
Kenya	10 (+ 1 Warehouse Officer)	52.6	1,82
Kivu	4	86.8	0,58
Liberia	Agent	4.9	0,62
Malawi	XX	18.6	0,41
Mali	20 (+ 1 RBM + 1 Admin)	19.7	0,88
Mauritania	4	4.5	1,68
Mozambique	2	30.4	0,51
Niger	6	23.3	0,55
Rwanda	4	12.6	0,82
Senegal	14	19.3	1,45
Somalia	Agent	15.4	...
Tchad	5	15.9	0,71
Tanzania	2	58.0	1,12
Togo	11 (+ 1 RBM + 1 Admin)	8.1	0,68
Uganda	Agent	44.3	0,79
Zambia	Agent	17.9	1,31

Our main strengths

☆☆☆ EXPERIENCE

Dafra Pharma International is one of the market leaders on the private market of antimalarial treatments. We have a proven track record of 25 years in the African market. We know Africa and Africa knows us. This puts Dafra Pharma in the perfect position to boost your business in Africa.



RELIABILITY & LONG TERM RELATIONSHIP

Dafra Pharma is a stable and trustworthy company. Our logistic, administrative, finance, regulatory, marketing and sales services are managed from Belgium. Furthermore, the company can rely on an export & logistics platform in Switzerland.



NETWORK

More than 200 people represent Dafra Pharma throughout Africa. We have a wide network of sustainable professional relationships with authorities, decision makers, local distributors, hospitals, medical centres, pharmacies and other stakeholders. Dafra has partnered with local agents/ reputable distributors to enhance efficient service delivery.



TRANSPARENCY

No unpleasant surprises with Dafra Pharma, we communicate openly and always aim for win-win solutions.



FOCUS ON CUSTOMER

Dafra Pharma's mission is to improve the public health in Sub-Saharan Africa and to meet their medical needs.

We care about our patients.



Our portfolio

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Therapeutic Classification	Brand Name	Molecule	Formulation
Analgesics + Antipyretics + Anti-inflammatory	Parol®	paracetamol	tablets / suspension
	Pedifen®	ibuprofen	tablets / suspension
	Flurifen®	flurbiprofen	tablets
	*Datramol®	tramadol + paracetamol	orodispersible tablets
Muscle-relaxant	Muscurel®	thiocolchicoside	capsules
Antibiotics	Ticasse® /Dafracrav®	amoxicilline + clavulanic acid	suspension / tablets
	Cipronat®	ciprofloxacin	tablets IV
	Trisporin®	cefdinir	suspension / tablets
	Cetafor®	ceftriaxon	IV + IM
	Macrolyn®	azithromycin	tablets
	Meronia®	meropenem	IV
Cardiometabolic disease	Cholestrom®	atorvastatine	tablets
	Amlovie®	amlodipine	tablets
	*Dasartan®	candesartan	tablets
	*Co-Dasartan®	candesartan + hydrochlorothiazide	tablets
	Glyferon®	metformin	tablets
Allergy treatment	Loratol®	loratadine	tablets / suspension
	Momex®	mometasone furoate	nasal spray

Therapeutic Classification	Brand Name	Molecule	Formulation
Antimalarials	Artesiane®	β-artemether	IM / suppogels
	Co-Arinate®	artesunate + sulfametoxyppyrazine + pyrimethamine	tablets
	Co-Artesiane®	β-artemether + lumefantrine	suspension
Dermatology (antifungal)	Duoskin®	isoconazole + difluocortolone	cream
	Terbinol®	terbinafine	cream / tablets
Gastro-enterology	Dafrazol®	omeprazole	capsules / IV
	Rabezol®	rabeprazole sodium	tablets
Gynaecology	Fluomizin®	dequalinium chloride	vaginal tablets
Health Support	Fortaline® Plus	omega 3 essential fatty acids (EPA-DHA)	enteric soft capsules / oral solution
Iron Deficiency	Amifer® (Junior, Forte & IV)	iron with(out) vitamins and minerals	syrup + tablets + IV
Respiratory	Hactosec®	levodropropizine	syrup
	RhinoParol®	paracetamol, phenylephrine, chlorpheniramine	tablets
	Sekrol®	ambroxol	syrup
	Alukon®	montelukast	tablets / granules
Urology	*Daviril®	sildenafil	orodispersible / tablets

* Expected 2021 / 2022

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***We look forward
to work with you!***



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Find us on    

www.dafrapharma.com