

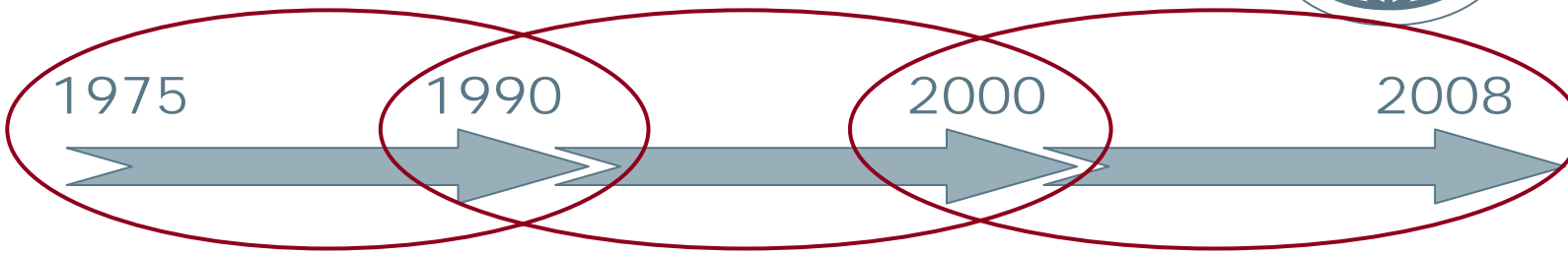


Procurement of Laboratory Items

Operational challenges

28 October 2008

The evolution of Missionpharma



Turnover

USD 1 mill. → USD 8 mill. → USD 41 mill. → USD 150 mill.

Number of employees

3 → 11 → 72 → 160

Main activities

Retail of health products Wholesale of quality assured health products Management of the Supply Chain of health products

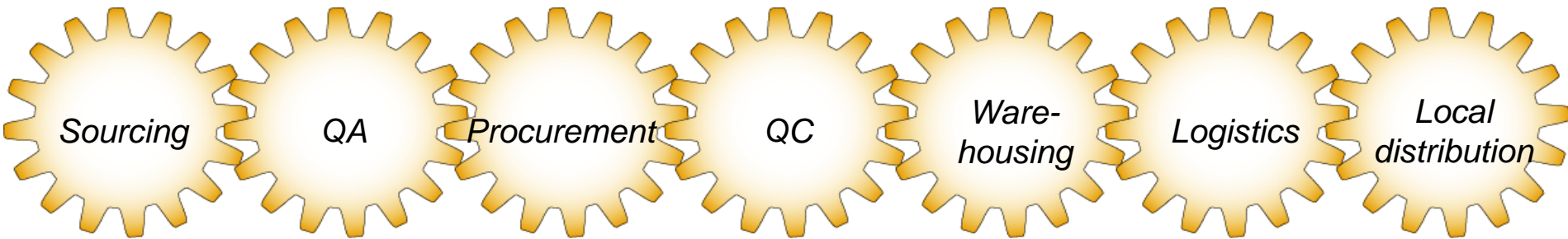
Competitive advantage

Product sourcing Quality Assurance and Quality Control Global logistic solutions

Client portfolio

Danish Aid
Danish NGOs
Missionaries in Africa International NGOs
Central Medical Stores International NGO's
Central Medical stores
UNITAID, Global Fund,
PEPFAR, JICA

Missionpharma services



Sourcing

- ✓ Sourcing of raw material manufacturers
- ✓ Sourcing of finished product manufacturers
- ✓ Potential development of drugs in cooperation with PQ manufacturers
- ✓ Participation in international fairs

QA

- ✓ Assessment of documentation (product and manufacturing site)
- ✓ GMP audit and inspection of the manufacturing site
- ✓ Validation of product dossiers
- ✓ Track & Trace of all batches
- ✓ Handling of claims and investigation procedures
- ✓ Recall of products
- ✓ Management of SOPs

Procurement

- ✓ Monitoring of raw material prices and availability
- ✓ Selection of pre-qualified manufacturers
- ✓ Price negotiation
- ✓ Purchase of products
- ✓ M&E manufacturer performance (delivery/quality)
- ✓ Follow up on deliveries

QC

- ✓ Sampling of products
- ✓ Visual control of incoming products in accordance with CoA
- ✓ Verification of technical specs.
- ✓ Verification of shelf life
- ✓ Verification of manufacturing site
- ✓ Handling of deviations
- ✓ Re-testing management
- ✓ Quality control report

Warehousing

- ✓ Storage of health products (own or dedicated storage for clients)
- ✓ Consolidation
- ✓ Preparation of orders
- ✓ Pre-marking per final recipient
- ✓ Bundling
- ✓ Kit packing

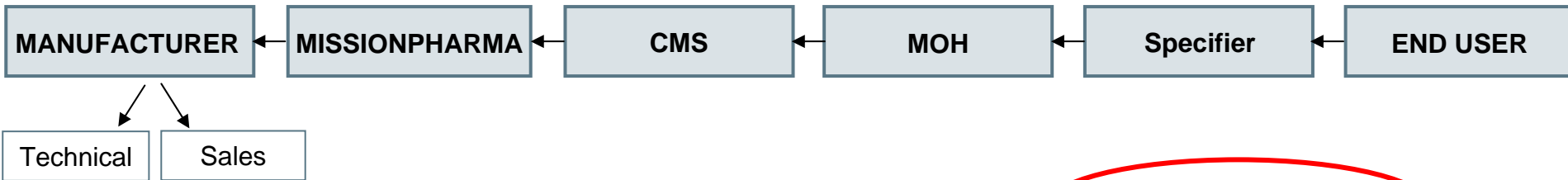
Logistics

- ✓ Preparation and verification of documents (packing list, CoA, BL, AWB, Invoices)
- ✓ Booking means of transportation
- ✓ Dispatch to forwarder
- ✓ Custom clearance management
- ✓ Follow up on all shipments

Local distribution

- ✓ Local kit packing
- ✓ Local warehousing
- ✓ Local distribution

Supply chain - Procurement



Product specifications

Product compatibility

Volumes



Communication



Supply chain - Delivery



Product characteristics

Support

Installation/training

Infrastructure

Supply chain

CHALLENGES

Product specifications

Quality

Support

Product compatibility

Product characteristics

Volumes

Manufacturer's interest

Installation/training

Stock out

MISSIONPHARMA ACTIVITIES

Consolidation

Quality

Manufacturer
relation

Volume clubbing
(lots)

Flexible supply
chain

Partner with
technical staff

Handling of repair



Thank you