

Strategic alliance to create African healthcare distribution networks

Imperial and UbiPharm, logistics and distribution players in the healthcare industry in Africa have announced the formation of a strategic alliance to create one of the most expansive healthcare distribution networks on the continent.



Source: [123RF](#)

The synergies provided through this strategic alliance present Imperial and UbiPharm's combined client base with a unique and unprecedented offering in terms of development, consolidation and access to new markets and territories.

The alliance will provide complimentary continental route-to-market solutions to healthcare principals and clients, leveraging best-in-class operations and commercial services. While Imperial and UbiPharm will each maintain their individual business autonomies, the strategic alliance will drive better access to medicines, vaccines and other healthcare products for patients and consumers across 40 African countries, representing one of the most expansive networks for healthcare distribution on the continent.

All the activities essential to the availability of medicines – including manufacturing, regulatory, promotion and distribution – will be readily available to healthcare principals through this network.

Gateway to Africa

"As part of our purpose to connect Africa and the world and improve people's lives, Imperial seeks to connect every African patient to quality healthcare, every day," says Mohammed Akoojee, Group CEO of Imperial.

"This strategic alliance with UbiPharm is in line with this ambition and our 'Gateway to Africa' strategy, which is also focused on expanding our geographic footprint and reach on the African continent, including in Francophone and Lusophone African countries. A pan-African solution such as this one bodes well for our principals, clients and customers and, more importantly, enhances healthcare through increased patient access to vital medicines that are critical for sustainable development of the African continent," adds Akoojee.

The alliance between Imperial and UbiPharm also aims to meet the growing demand from the healthcare industry for a global, secure and efficient continental solution in Anglophone, Francophone and Lusophone Africa countries, in compliance with Good Distribution Practices (GDP).

Gérard Mangoua, Group CEO of UbiPharm, adds: "UbiPharm is a socially responsible company that, for 30 years, has pursued the same mission: to promote access to health solutions in the regions where we operate, particularly French-speaking Africa. Our alliance with Imperial is aligned with our strategy, which is to continuously innovate in order to meet the changing needs of populations. This alliance will make it possible to strengthen access to health solutions on the African continent."

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