



Questionnaire for submission of business plan for project registration at Tanzania Investment Centre (TIC) – Only applicable for local applicants.

**PRESIDENT’S OFFICE, PLANNING AND INVESTMENT
TANZANIA INVESTMENT CENTRE (TIC)
QUESTIONNAIRE FOR PROJECT REGISTRATION**

Please fill/ select areas accordingly

1. Company Name:

ZEDD MEDICS LIMITED
.....

2. Respective Sector (please select one sector under which the project falls)

| No. | SECTOR | CHOICE (✓) | No. | SECTOR | CHOICE (✓) |
|-----|-------------------------|------------|-----|--------------------|------------|
| 1 | Agriculture | | 9 | Human Resource | |
| 2 | Broadcasting | | 10 | Manufacturing | |
| 3 | Commercial Building | | 11 | Mining & Petroleum | |
| 4 | Computers | | 12 | Natural Resources | |
| 5 | Construction | | 13 | Services | ✓ |
| 6 | Economic Infrastructure | | 14 | Telecommunication | |
| 7 | Energy | | 15 | Tourism | |
| 8 | Finance | | 16 | Transportation | |

3. Project Objective: (e.g. to establish a project for: processing of grains/ vehicles assembling/ cement manufacturing/ manufacturing of electric devices etc.)

To establish a nationwide network of 1,300 digitally-enabled, solar-powered health hubs across 26 regions in Tanzania under the “Samia Afya Hub” initiative. These hubs will provide telemedicine consultations, rapid diagnostics, essential pharmaceuticals, and emergency medical logistics to underserved and rural communities.

4. Sources of Funding for the Project

NB:



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| | | |
|--------------|--------------|-----------|
| F | 4,000 | 30 |
| TOTAL | 8,500 | 80 |

Indirect Jobs: Approx. 6,000 (logistics, delivery agents, trainers, tech support, maintenance, and community health educators)

11. Financial Projections

| Details | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 |
|---------------------------------------------------------------------------------------------|-----------|-----------|------------|------------|------------|
| Production per annum: number of items/ tons/liters/ feet or cubic meters, square meters = A | 500,000 | 1,500,000 | 3,000,000 | 6,000,000 | 10,000,000 |
| Price per unit (SHS or USD) = B | 4 | 4.2 | 4.5 | 4.8 | 5 |
| Sales per annum C = A*B | 2,000,000 | 6,300,000 | 13,500,000 | 28,800,000 | 50,000,000 |
| Costs of Production = D | 1,500,000 | 4,500,000 | 9,000,000 | 18,000,000 | 30,000,000 |
| Gross Profit E = C – D | 500,000 | 1,800,000 | 4,500,000 | 10,800,000 | 20,000,000 |
| Operating Costs = F | 300,000 | 800,000 | 1,300,000 | 2,000,000 | 3,000,000 |
| Earning Before Interest and Tax G = E – F | 200,000 | 1,000,000 | 3,200,000 | 8,800,000 | 17,000,000 |
| Tax H = 30%*G | 60,000 | 300,000 | 960,000 | 2,640,000 | 5,100,000 |
| Earning before Dividends I = G – H | 140,000 | 700,000 | 2,240,000 | 6,160,000 | 11,900,000 |

ZEDD Medics Investors Business Plan

1. Executive Summary





ZEDD Medics is a vertically integrated healthcare business revolutionizing access to medical products and services across Tanzania. The company's model merges digital health innovation with a scalable retail and distribution infrastructure—addressing persistent fragmentation in Tanzania's pharmaceutical supply chain and clinical access.

The company has a growing footprint across urban and rural regions, with 3 operational pharmacies, 20+ wholesale clients, exclusive tech partnerships (TytoCare), and institutional recognition (TMDA, MoH, TCDC).

- **Core business Functions:** Integrated Pharmaceutical Distribution, Retail & Telemedicine Network
- **Vision:** To transform healthcare access across Tanzania through a vertically integrated, tech-enabled pharmaceutical and telemedicine infrastructure.
- **Legal Form:** Private Limited Company (Tanzania)
- **Founded:** 2020
- **Incorporated:** 2021
- **Founders:** Dr. Dennis Tawata, David Kapinga, Justice Mangu, Zawadi Mdoe
- **Headquarters:** Dar es Salaam, Tanzania
- **Investors:** Moshe Schlisser, Daniel Gabai



Core Business Divisions

-  **Wholesale:** Certified medical and pharmaceutical imports for institutional clients.
-  **Retail:** Owned and franchised ZEDD Pharmacies.
-  **Telemedicine:** Subscription-based digital consultations powered by TytoCare and Mutti.
-  **Remote Medical services:** Onsite clinics for remote area clients and Afya Hubs.

Partners



2. Corporate Structure & Governance

Board of Directors



Moshe Schlisser
Director & Chairman of the Board



David Kapinga
Director & Secretary of the Board



Daniel Gabai
Director



Justice Mangu
Director

Executive Management Team



David Kapinga
CEO

David is primarily responsible for strategic partnerships and rural deployment across cooperatives and union networks.



Dr. Dennis Tawata
COO

Dr. Dennis is the clinical lead and systems architect with a strong background in medical operations



Justice Mangu
Director

Justice oversees financial strategy, compliance, and regulatory frameworks.



Daniel Gabai
Director

Daniel is the COO of Tantel Holdings and lead growth strategist for emerging markets.

3. Operational Model & Scope

Wholesale Division



- **Scope:** Global sourcing of certified medical supplies; regulatory approved (TMDA, WHO, FDA)
- **Distribution Network:** Delivery capabilities to +20 institutions, 24/7 Operational warehouses and outlets
- **Value Proposition:** Low-cost, compliant sourcing with local delivery, Customized supplies and Improved forecasting and inventory planning via Bloom platform

Retail Division (ZEDD Pharmacies)



- **Model:** Mix of ZEDD-owned and franchised outlets
- **Footprint:** 3 pharmacies operational and franchisees in pipeline
- **Economics:** \$5K+ avg. monthly gross profit; TZS 120–180M investment per site with a <3-year ROI

Telemedicine (Mutti Doctor)



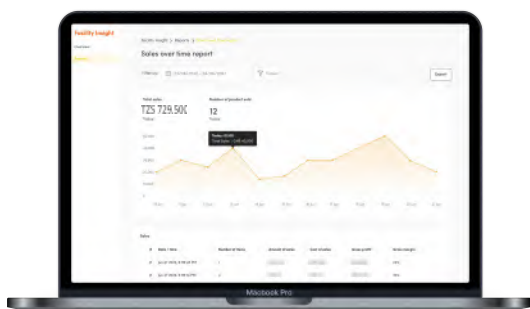
- **Platform:** Remote diagnostics (TytoCare), integrated with Mutti Doctor, Bloom POS and pharmacy fulfillment
- **Offering:** Unlimited Doctors consultation at \$3/month
- **Pilots:** TCDC (600K members onboarding), Tanzania Tobacco Union (30K onboarding), Vodacom
- **Reach Strategy:** In-store & home-based access, union and telco-enabled activation

Remote Clinics and Afya Hubs



- **Goal:** Provide rural diagnostic and consultation services in underserved areas 50-100KM from nearest clinic
- **Deployment:** Co-located in schools/ cooperatives, nurse-led, device-connected

Bloom Platform - Tech Infrastructure



- **Capabilities:** Unified digital stack for health records, inventory, payment, compliance.
- **Expansion:** Forecasting, analytics, government dashboards (in development).

4. Market Analysis

Tanzania Healthcare Landscape

+60 M

Population

\$ 4.57 B

Pharmaceutical spend (2022)

+3

Pharmacy visits/
month

60%

Rural Residency

\$ 74

avg. annual spend per
capita on medication

<10%

Insurance coverage

\$ 2.57 B

Addressable Market

Opportunity

- Address fragmentation in pharmaceutical supply and rural healthcare delivery.
- Capitalize on rising digital health acceptance post-COVID.
- Build an ecosystem that combines affordability, compliance, and convenience.

5. Go-To-Market Strategy

National Rollout Tactics

- Regional hub-and-spoke expansion targeting underserved districts.
- Focus on Lake Zone for first 300 Mwalimu Centers
- Franchising recruitment campaigns via cooperatives and associations

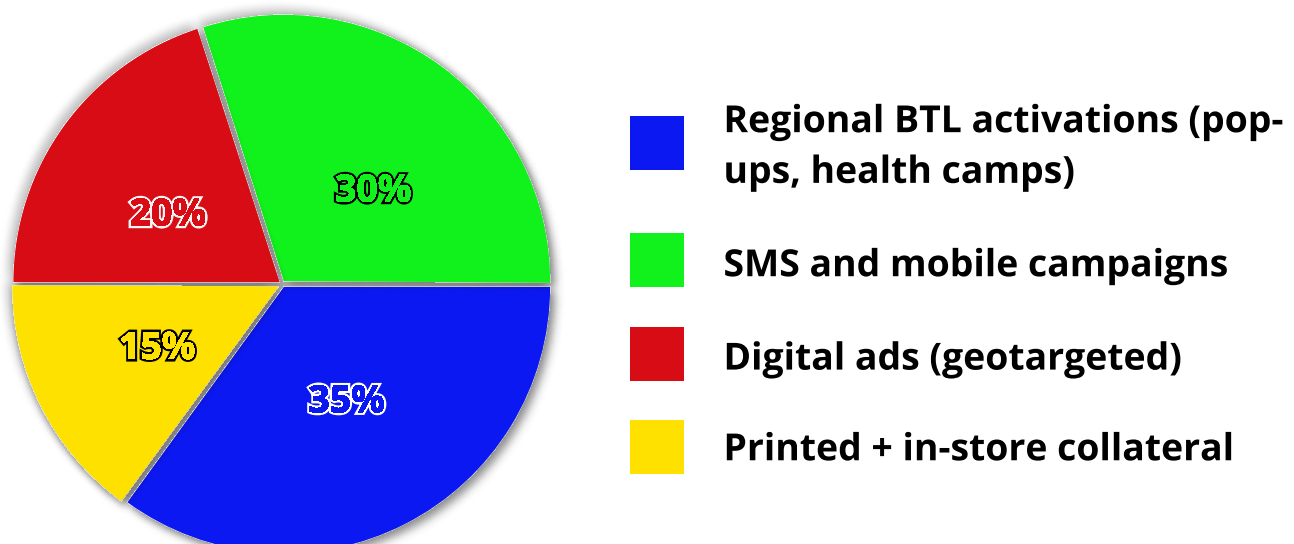
Awareness & Demand Generation

- SMS campaigns (in partnership with Vodacom)
- Health awareness activations at market centers and bus terminals
- Co-branded Mutti Doctor promotions with unions

Digital Channels

- Meta and WhatsApp for consumer leads
- Franchisee lead-gen through LinkedIn and community portals
- Online prescriptions and refill reminder systems

Budget Allocation (Illustrative)



6. Financial Projection Overview (2024–2027)

- Address fragmentation in pharmaceutical supply and rural healthcare delivery.
- Capitalize on rising digital health acceptance post-COVID.
- Build an ecosystem that combines affordability, compliance, and convenience.

| Year | Revenue (\$M) | Gross Margin | EBITDA Margin | Subscribers | Locations |
|------|---------------|--------------|---------------|-------------|-----------|
| 2024 | 1.5 | 35% | -5% | 30K | 10 |
| 2025 | 6.8 | 38% | 12% | 100K | 78 |
| 2026 | 14.2 | 40% | 20% | 166K | 166 |
| 2027 | 25.0+ | 42% | 25% | 300K | 330 |

7. Investment Requirements & Use of Funds

Key Areas for Investment

- Franchise site development and inventory
- Expansion of AFYA Hubs (600 total sites)
- Bloom platform upgrade and EMS pilot
- Marketing, onboarding, and working capital

Current Capital Structure

- Currently bootstrapped by shareholders
- Revenue positive on pharmacy and wholesale lines
- Seeking strategic equity or blended finance to scale nationwide

8. Implementation Timeline

| Quarter | Milestone |
|---------|----------------------------------------------------------|
| Q2 2025 | 30 outlets live; 10K Mutti subscribers |
| Q3 2025 | EMS pilot; Bloom platform upgrade |
| Q4 2025 | 78 pharmacies/hubs; real-time dashboard launch |
| Q1 2026 | 2 nd polyclinic launch; 100K subscribers |
| Q3 2026 | 166 locations live |
| Q1 2027 | Full national coverage 330+ locations; 300K active users |

9. ESG & Impact Framework

- Healthcare Access: 300K+ rural patients reached by 2027
- Climate Efficiency: Reduced travel and emissions via telemedicine
- Gender Equity: >60% female staff, >70% female managers
- Digital Governance: Bloom platform built for PDPC compliance and MoH analytics

10. Proof of Investment Readiness

- Government and union support confirmed
- TMDA and Ministry of Health approvals secured
- Licensed infrastructure for pharmacy, wholesale, and telemedicine live
- Bloom digital platform operational and compliant with data regulations
- Scalable, revenue-generating model validated with early adopters and institutional clients