

Business Plan for ROLL PHARMA AFRICA

Executive Summary

ROLL PHARMA AFRICA is committed to becoming a leading manufacturer of human and veterinary medicines in Tanzania and across Africa. Our mission is to provide high-quality, affordable medications to enhance health outcomes for both humans and animals. The establishment of ROLL PHARMA AFRICA aligns with national initiatives aimed at boosting local manufacturing and ensuring the availability of essential medicines.

Leveraging the extensive experience of our affiliate, Roll Agrovvet (T) Limited, we will utilize established distribution networks and industry knowledge to successfully penetrate the pharmaceutical market.

1.0 Company Description

Company Overview

- **Name:** ROLL PHARMA AFRICA
- **Location:** Nambala, Kikwe, Arusha City, Tanzania
- **Type:** Private Limited Company
- **Industry:** Pharmaceutical Manufacturing

Investment Overview

- **Current Investment:** 11.3 billion Tanzanian Shillings
- **Planned Additional Investment:** 30 billion Tanzanian Shillings starting in 2025

- Total Projected Investment: 41.3 billion Tanzanian Shillings

Objectives

- To obtain an Industrial Manufacturing Certificate from the Business Registrations and Licensing Agency (BRELA).
- To establish a state-of-the-art manufacturing facility in Arusha.
- To comply with all regulatory requirements and achieve international quality standards.

Shareholding Structure

- **Deo Simphorian Temba: 50%**
- **Margareth Edward Ngatunga: 50%**

Mission and Vision

- **Mission:** To ensure the availability of high-quality, affordable medications for improved health outcomes across Africa.
- **Vision:** To be a recognized leader in pharmaceutical manufacturing in Africa, known for quality and innovation.

2.0 Market Analysis

Industry Overview

The African pharmaceutical market is rapidly expanding, driven by increased healthcare needs and government initiatives to enhance local production capabilities. The COVID-19 pandemic has highlighted the necessity of local manufacturing to ensure a stable supply of essential health commodities.

Target Market

- **Human Medicines:** Hospitals, clinics, pharmacies, and consumers.
- **Veterinary Medicines:** Veterinary clinics, farms, and pet owners.

Competitive Analysis

While ROLL PHARMA AFRICA will face competition from established pharmaceutical companies, our affiliation with Roll Agrovet and our commitment to quality will provide a competitive edge.

3.0 Regulatory Compliance

Industrial Manufacturing Certificate

To obtain the Industrial Manufacturing Certificate from BRELA, ROLL PHARMA AFRICA will:

- Submit a comprehensive application detailing the manufacturing facility, production processes, and quality control measures.
- Ensure compliance with the relevant regulations set forth by BRELA and the TMDA.

Good Manufacturing Practices (GMP)

We will adhere to GMP standards throughout our operations to ensure product quality and safety.

4.0 Operations Plan

Manufacturing Facility

- **Location:** Nambala, Kikwe, Arusha, Tanzania

- **Size:** 8 acres, covering approximately 2,445 m²
- **Facilities:**
 - Raw material and packaging material warehouses
 - Production areas for liquid and powder dosage forms
 - Quality control laboratory
 - Administrative offices

Production Process

- The facility will manufacture veterinary pharmaceutical products, including:
 - **Liquid Products:** Albendazole suspension, Levamisole + Oxytocin, and others.
 - **Powder Products:** Minerals, Vitamins, and Piperazine citrate.
 - **Tablets:** Albendazole and combination products for pets.

Quality Management System

ROLL PHARMA AFRICA will implement a Total Quality Management System (TQMS) based on ISO 9001:2015, KAIZEN, Six SIGMA, and Lean Management principles to ensure product quality and compliance with regulatory standards.

5.0 Personnel

Organization Structure

The facility will employ a total of 92 personnel across various departments, including management, Legal, production, quality assurance, quality control, procurement, and marketing.

Key Personnel

- **Dr. Deo Simphorian Temba:** Chief Managing Director
- **Margareth Edward Ngatunga: Director/CEO**
- **Roman Valentine Mallya:** Quality Assurance Manager (27 years of experience)
- **Makrina J. Massawe:** Human Resource Manager (4 years of experience)

6.0 Quality Control

Quality Control Measures

- Regular quality reviews and audits will be conducted to ensure compliance with GMP and quality specifications.
- A robust documentation system will be established to manage records related to production, quality control, and compliance.

Complaint Handling and Product Recall

A standard operating procedure will be in place for handling complaints, product defects, and recalls to ensure timely responses and corrective actions.

7.0 Financial Projections

Investment Overview

- **Current Investment:** 11.3 billion Tanzanian Shillings
- **Additional Investment:** 30 billion Tanzanian Shillings to be injected in 2025

- **Total Investment:** 41.3 billion Tanzanian Shillings

Start-up Costs

Estimate costs for facility setup, equipment purchase, initial inventory, and operational expenses.

Revenue Projections

Project revenue based on market analysis and expected sales volume, considering the demand for locally produced veterinary medicines.

Profitability

Focus on achieving profitability within the first three years of operation through strategic pricing and cost management.

8.0 Risk Analysis

Strengths

- Established distribution network from Roll Agrovet.
- Experienced management team with a proven track record in the veterinary sector.

Weaknesses

- Initial financial resource constraints could limit growth potential.

Opportunities

- Increasing demand for veterinary pharmaceuticals in the region.

Threats

- Regulatory risks and competition from established pharmaceutical companies.

9.0 Conclusion

ROLL PHARMA AFRICA is strategically positioned to make a significant impact on the pharmaceutical landscape in Tanzania and beyond. With a solid business plan focused on obtaining the Industrial Manufacturing Certificate from BRELA, a dedicated management team, and a commitment to quality, we are set to achieve our objectives and improve health outcomes across the continent.