



Kurapa
HEALTHCARE

Kurapa Healthcare

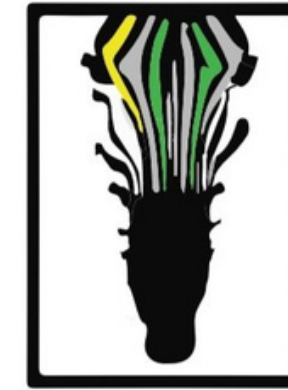
Integrated Healthcare Solutions

COMPANY OVERVIEW

Kurapa Healthcare (Private) Limited is an Integrated Healthcare company focused initially on distribution of leading medical supplies sourced from reputable manufacturers of the highest standards both local and international. The company is a subsidiary of Sabhuku Corporation founded by Mr Takudzwa Kangai.

MISSION

An integrated healthcare company that is involved in pharmaceutical product distribution, pharmacy retailing and medical service provision at its medical centres, with plans to expand into the greater Africa region providing highly accessible, efficient and affordable care.



SABHUKU
CORPORATION



Kurapa
HEALTHCARE

KEYS TO SUCCESS



We have a good working relationship with Key Opinion and Business Leaders at all Healthcare Institutions across Zimbabwe.



We offer a comprehensive line of innovative, top-quality products.



We provide unequalled clinical support on a local and regional level to the health sector.



We have an organization with a unique spirit that makes people eager to join us or do business with us. Once people join us, they can't imagine working anywhere else.

MARKET SIZE

The initial target market for Kurapa is the 38% of the Zimbabweans that live in urban areas.



6.1 Million

Total Available Market (TAM)

2.8 Million

Serviceable Available Market (SAM)

600 000

Serviceable Obtainable Market (SOM)

PRODUCTS AND SERVICES

The ultimate desired goal through our four commercial divisions is to increase healthcare access, efficiency and affordability across Zimbabwe, with future expansion into the greater Africa region.

Medical Supply Distribution

Maintain consistent and reliable supply of affordable vital medical supplies, initially focusing on 6 hospital disposable products:

1. Latex/ Nitrile Examination and Surgical Gloves (Powered & Powder free)
2. Syringes (Eccentric & Concentric)
3. Needles
4. IV Cannulas
5. Giving Sets
6. Buretrols

Retail Pharmacy Chain

Kurapa Pharmacy will offer the market cutting edge medical innovations that will cater for the both healthcare provider and the patients.

Medical Centre Network

Kurapa Medical Centre highly qualified medical teams at these medical centres and hospitals will utilize their vast knowledge of latest best practice therapeutic intervention offerings to managing medical complications, ensuring the best possible health outcome for all patients.

Laboratory Technologies

Kurapa Biosciences is the Laboratory Technologies Division, where the latest cutting-edge DNA diagnostics equipment will be used in-house as well as distributed to laboratories across Zimbabwe, with future plans to setup a DNA consumables plant. We will offer a variety of clinical laboratory services to institutions and individuals.

INITIAL TARGET HEALTHCARE INSTITUTIONS

The Go-to-Market Strategy for Kurapa Healthcare includes addressing the needs of public and private healthcare institutions.

Our two highest priority target markets will be:

1. Healthcare institutions in the Harare, Bulawayo and Masvingo provinces.
2. Healthcare institution feeder pharmacies.

With healthcare institutions and their feeder pharmacies, we can leverage our relationships at the corporate office level to more efficiently gain access to the member facilities.

**Harare Hospital
(Public)
Harare
1200 beds**

Surgical and theatre for adult and children, general surgery, Orthopedic, ENT, Obs & Gynecology, Intensive care, Hemodialysis, Diabetic Care, Urology, Skin care, adult burns care, HIV counselling and testing, Pharmacy

**Parirenyatwa Hospital
(Public)
Harare
1000 beds**

Orthopedic, Maternity, Gynecology, Urology, neuro, Cardio, Ophthalmology, ENT, Laboratory, Radiotherapy, General Theatre, Psychiatric care (Annex), Emergency and Casualty, Pediatrics, Hemodialysis, Mortuary, Pharmacy, Oncology

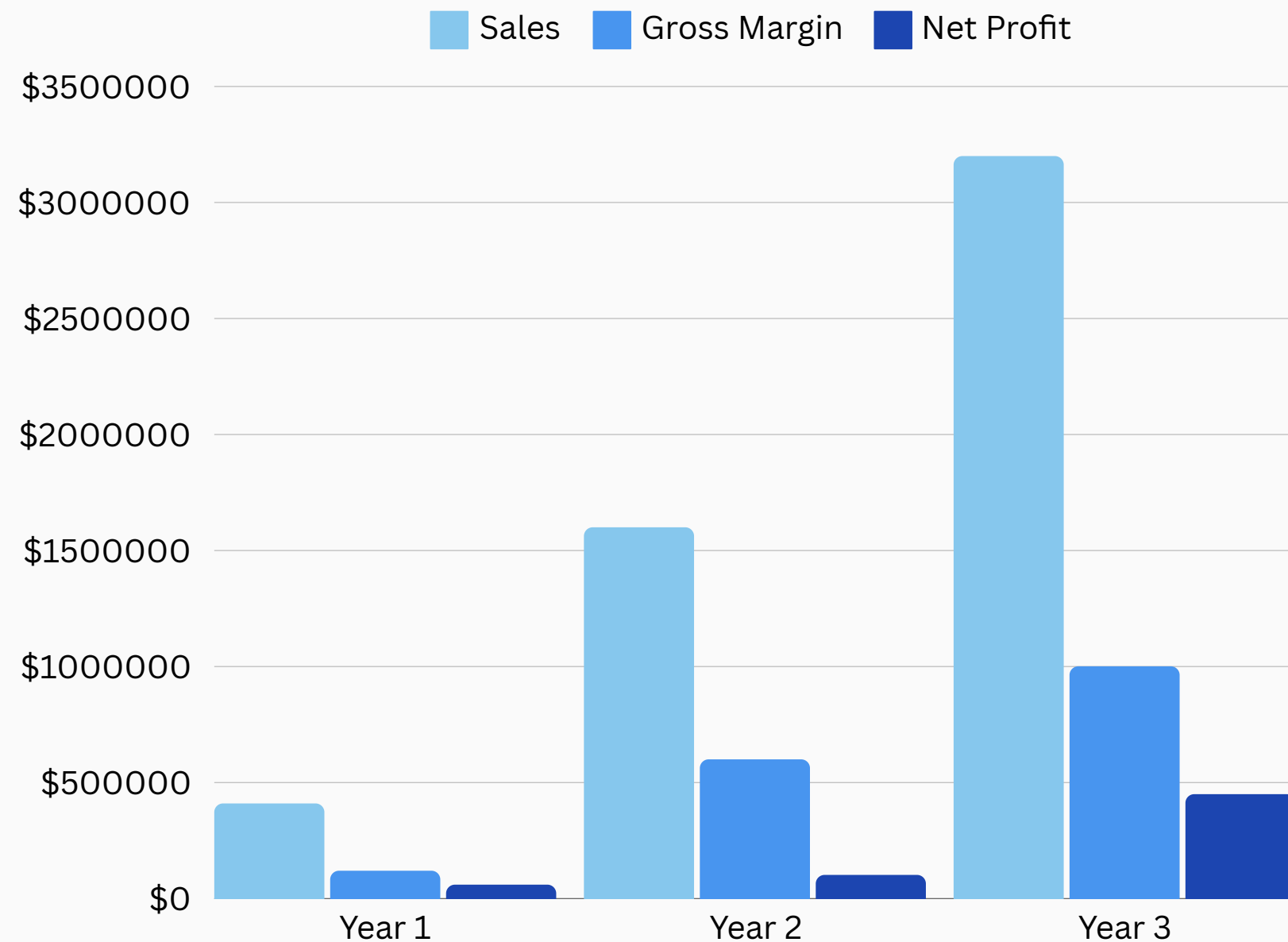
**Avenues Clinic
(Private)
Harare
176 beds**

Theatre, maternity, orthopedics, Pediatric, Radiology, ICU, HDU, post-natal care, Obs & Gynecology

**PSMI Westend Hospital
(Private)
Harare
120 beds**

Pathology, Physiotherapy, Radiology, Emergency and casualty, general surgery, theatre – Neurology, Urology, ENT, Orthopedics, Plastic; Pediatrics, Maternity, ICU, HDU, Neonatal care

THREE YEAR PROJECTED SALES



The graph illustrates the expected sales, gross margins and profits for Kurapa Healthcare including all the subdivisions of the business.

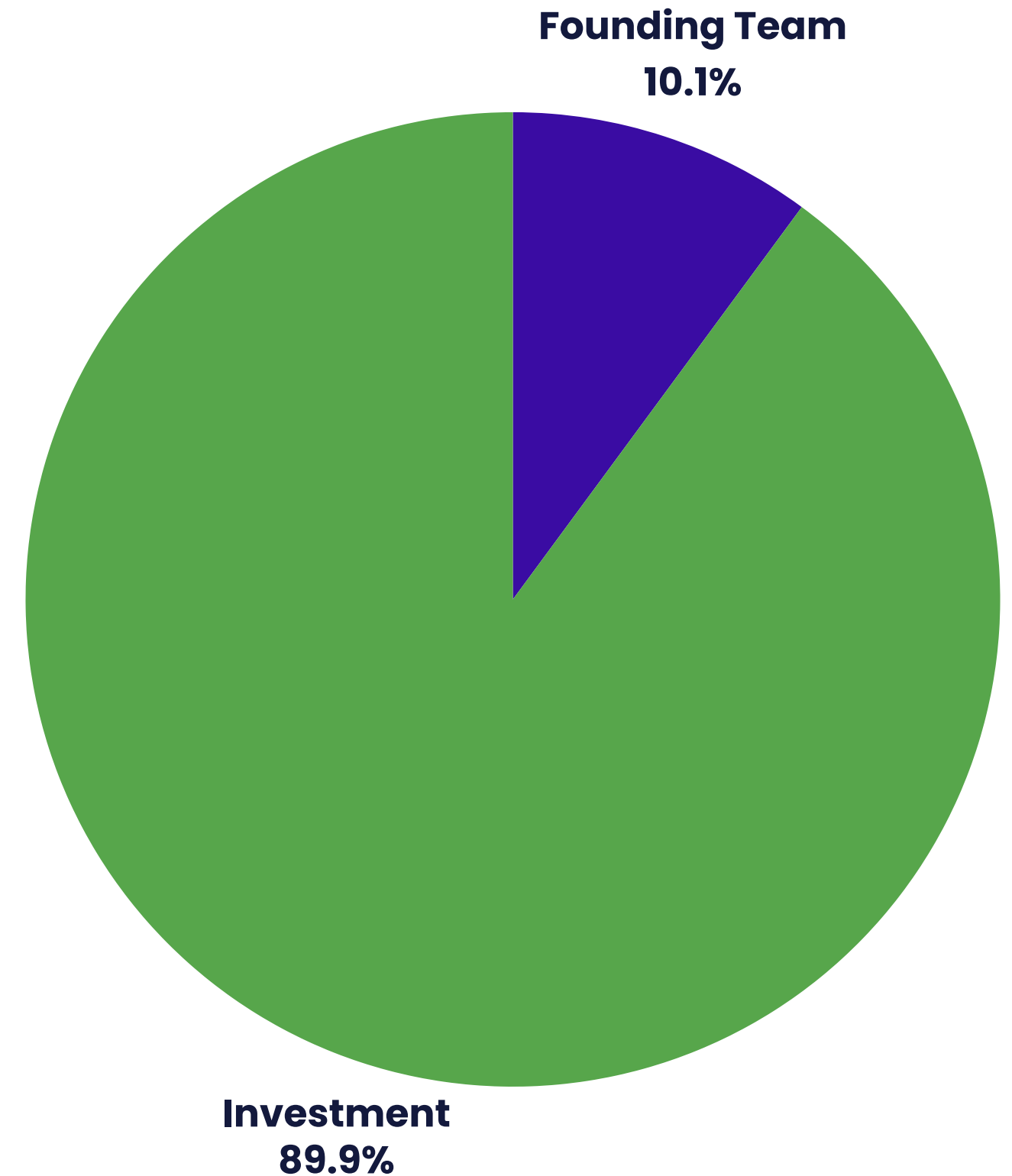
The owners will invest personal savings in the business. We are seeking an additional short-term, 3-year loan of USD \$500 000, to supplement initial cash flows from sales for the first year. We anticipate a first-year net profit. This should grow substantially by year three. By the end of year three, Kurapa Healthcare will have a very respectable net income & worth.

FUNDING REQUIREMENTS

\$500k Funding will be required to develop 4 commercial units

Equity The funding will be in exchange for equity

89% The funding will be received from investors



COMPANY RISK ANALYSIS

RISK IDENTIFIED

Regulatory Issues



Competition



Lack of Funding



MITIGATING STRATEGIES

Compliance Expertise,
Regular Audits,
Government Liaison, Legal
Consultation and Training
Programs

Niche Focus, Quality
Assurance, Marketing
Strategy, Customer
Relationships and
Continuous Innovation

Diverse Funding
Sources, Cost
Optimisation, Revenue
Diversification and
Financial Resilience



Kurapa Biosciences Division

Cutting-Edge Genomic Technologies

PROBLEM & SOLUTIONS

Zimbabwe requires investment in DNA consumables

Basic Biocience testing is available locally, however there is a need for an expanded disease identification spectrum and enhanced results turnaround efficiency.

Kurapa Bioscience will provide holistic Genomic Solutions and laboratory skills development

Kurapa Healthcare will establish DNA Research Innovations & Virology Education - "D.R.I.V.E." Centres at each of the 10 University Innovation Hubs across the 10 provinces over 5 years



HOW WE WILL DO IT

1

Secure a Strategic Partnership with Renowned Global Molecular Diagnostic Company

- Enhance local and regional Laboratory Capacity
- Greatly expand the disease testing spectrum
- Development of Laboratory R&D Skills through D.R.I.V.E centres
- Establish a robust DNA Consumables Industry in Africa

2

Attain All Necessary Regulatory Approvals

All operations will adhere to stipulated regulatory requirements

3

Establish DRIVE Centres at local Institutions

The centres will initially be set up at University of Zimbabwe (UZ) in Harare and National University of Science and Technology (NUST) in the country's second city and industrial hub of Bulawayo

MARKET DYNAMICS

Industry players do offer advanced services such as:

- Virology Testing – PCR Test
- Microbiology Testing – Drug Sensitivity Test
- Chemical Pathology Testing – Toxicology Test
- Haematology Testing – Platelet Test
- Immunology Testing – Coombs Test

However there are options that are still not available in Zimbabwe which will be offered by Kurapa Bioscience.





We are enhancing bioscience for healthcare

Kurapa Bioscience prioritises collaboration and ensuring that its services become accessible to existing industry players, medical professionals and specialists that need to treat patients across Africa

MEET GROUP

Meet our team



Takudzwa Kangai

ASc Pharmaceutical Biotechnology,
Laney College, California, United
States of America



Elizabeth Stephens

Senior Clinical Analyst and Project Manager with
more than 18 years of Healthcare Expertise and
Leadership Experience. Holds a Masters of Business
Administration (MBA) with an Emphasis on
Economics from Middle Tennessee State University,
Tennessee, USA.



Wisdom Mutsikamahwe

B. Com Accounting, Great Zimbabwe
University, Zimbabwe |Certified
Accountant (CA)

Thank You

Integrated Healthcare Solutions

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