

# Botswana Gazette

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## Breaking News

# UPEX and Kalahari Distributors join forces in Botswana

Gaborone New United Pharmaceutical Distributors (New UPD) (Pty) Ltd (A subsidiary of New Clicks Holdings limited) has acquired a controlling share in Kalahari Medical Distributors (Pty) Ltd. New UPD will relocate the current activities of its UPEX export division to Gaborone and combine them with the operations of Kalahari Medical Distributors (Pty) Ltd.

Says Lynda van Niekerk, MD of New UPD, "The conclusion of this deal is strategically important for New UPD. For some time we have been looking for an opportunity to further expand our markets into the SADC region. The customer profile of Kalahari compliments the UPEX customer base which will allow us to extract synergies from the combined operations."

According to Kevin Richardson, Manager of UPEX, the reputation of New UPD and UPEX is well established in the current SADC markets but access to products at the correct prices and regulatory constraints have limited UPEX growth. "We are excited at the prospect of operating from Gaborone and the opportunities this will present for us to provide a new level of service to customers both in terms of deliveries, product selection and price. Botswana is an important market for us and our base in Gaborone will significantly enhance our service levels in the entire region. UPEX has always won business based on the extremely high standards we set for our service levels our proximity to these

markets can only add to that."

The combined business already occupies new premises in Gaborone. The facility consists of approximately 1000 square meters of pharmaceutically compliant warehouse space. Pharmaceutical compliance requires temperature control as well as the ability to handle and distribute cold chain products. "The fully compliant warehousing facilities will allow New UPD to extend its reach into SADC which is especially important for our third party distribution clients wishing to grow their markets. Over the years New UPD has developed and nurtured relationships with pharmaceutical manufacturers we are delighted to be able to offer them this enhancement to our current offerings. The positive response from manufacturers has been overwhelming" adds Lynda van Niekerk.

For Vishwas Divekar, who was part owner of Kalahari prior to the transaction and, who will head up the Botswana operation, the conclusion of the deal is the culmination of many years of work. "We are excited about this deal. For many years now our growth has been limited because of capital constraints and access to products. New UPD's reputation and relationships with manufacturers and our local knowledge will allow us to realise our goals. Our combined resources will give us the confidence to aggressively pursue large government and private opportunities."

The new business will be in a position to meet the needs of all customer categories. The target markets include private pharmacies, mines and mine hospitals, government health services procurement agencies, NGOs, doctors and private hospitals. Pharmaceutical, surgical and front shop products will all be supplied in a seamless service to customers. Says Lynda van Niekerk, "Our presence in Gaborone will allow us to improve our ability to meet the needs of Gaborone Private Hospital one of the Life Healthcare Hospitals, located in Gaborone."

## Contact Details

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