

A PRESENTATION TO : PHARMEXCIL (INDO-AFRICAN MEET).

KENYA MEDICAL SUPPLIES
AGENCY:



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PRESENTATION OUTLINE:

- ❖ Introduction & Background of KEMSA.
- ❖ Global Pharmaceutical Outlook.
- ❖ Kenya Pharmaceutical Market Size.
- ❖ Opportunities available in Kenya's Pharmaceutical industry.

1. INTRODUCTION:

- ❖ **KEMSA is a customer-focused, customer-oriented and an integrated medical logistic provider for all Public Health Facilities in Kenya.**
- ❖ **As a State Corporation, KEMSA is a secure source of value-for-money drugs and other medical supplies to over 4,000 Public Health Facilities in the country.**

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2. BACKGROUND:

- ❖ **KEMSA is a corporate entity that : Plans, Procures, Warehouses and Distributes drugs and other medical supplies to all Public Health Facilities in Kenya.”**
- ❖ **KEMSA was created to provide institutional framework for centrally planning and sourcing of medical supplies.**
- ❖ **KEMSA endeavours to achieve economies of scale as envisioned in the National Health Strategic Plan and the Kenya Health Package for Health.**

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3. OVERALL KEMSA MANDATE:

The overall Mandate of KEMSA is to :

- ❖ Develop and Operate a viable commercial service for the procurement and sale of high quality drugs and other medical supplies.
- ❖ Provide a secure source of drugs and other medical supplies to public health institutions.
- ❖ Advise the Health Management Boards and the general public on matters relating to the procurement, cost effectiveness and rational use of drugs and other medical supplies.

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4. KEMSA VISION AND MISSION:

KEMSA VISION:

To be a world class supplier of integrated, quality and affordable essential medical commodities to health facilities

KEMSA MISSION:

To improve the healthcare of Kenyans through efficient procurement and reliable distribution of quality medical commodities and promotion of rational drug use and practices.

VALUES:

KEMSA's principal goal of improving healthcare is guided by the following core values:

- ❖ Visionary Leadership.
- ❖ Focused Customer care
- ❖ Innovation, Quality & Excellence.
- ❖ Integrity, Ethical and Professionalism.
- ❖ Transparency and Accountability.

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KEMSA

For more information and details please visit our website: www.kemsa.co.ke



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GOK PHARMACEUTICAL NEEDS:

- ❖ Procurement of essential drugs is in line with the WHO Essential Drug list . ARVs, Anti-Malarials, & TB drugs supported by Global fund.
- ❖ GOK also procures Non-Pharmaceuticals (Consumables) and hospital equipment , instruments and laboratory reagents.
- ❖ GOK spends approx. Rs 12 Bn on medical supplies in a financial year.

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KENYA PHARMA MARKET:

Total market US\$ 200 million

Brands	32%	64m
Generics	68%	136m

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KEY GROWTH DRIVERS:

Total Industry = 15%

Antibiotics	20%
cardiac/Diabetes	45%
Oncology	70%
G.I. Tract	20%
Anti-Anthilmintics	20%

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OPPORTUNITIES AVAILABLE IN THE KENYA PHARMA INDUSTRY:

- ❖ Kenya is a springboard to the East African Community members: Uganda, Tanzania & Rwanda markets.
- ❖ Other catchment markets are Southern Sudan greater northern region of Ethiopia.
- ❖ Government of Kenya EMMS tenders undertaken by KEMSA are Open International Tenders (OIT).
- ❖ The Government of Kenya's Rapid Result initiatives have encouraged more foreign investors to enter into businesses locally.
- ❖ The Kenya pharmaceutical market is worth over USD 200 million with 68% being generic and 32% Brands

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THANK YOU ALL:



KEMSA

KENYA MEDICAL SUPPLIES AGENCY



YOUR PARTNER IN HEALTHCARE

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