



COMPANY PROFILE

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1.0 COMPANY BACKGROUND

Varichem Pharmaceuticals is a wholly Zimbabwean, privately owned company established in 1985. Varichem manufactures and markets a wide range of quality generic pharmaceuticals and related products.

Varichem was born in 1985 out of the awareness of the acute, sometimes critical, need for reliable cost effective health care products often seriously lacking in the delivery of medical care in Zimbabwe, a country which had been dominated by the heavy weight pharmaceutical multinationals. The entrance of Varichem into the health care business signaled a new era in the whole pharmaceutical market by changing the rules of the game.

1.1 Mission Statement

To create sustainable value through the provision of cost effective healthcare products to meet current and future demands of the customers and expectations of our stakeholders.

Vision

To be the preferred entity for our customers and other stakeholders as we touch lives through the provision of quality healthcare products and solutions in Africa and beyond.

1.2 Core Values

- Integrity
- Transparency
- Passion
- Diligence
- Innovation
- Teamwork
- Quality
- Flexibility

1.3 Pay Off-Line

Committed to cost effective healthcare.

1.5 Social Investment

Corporate social investment is one of the cornerstones of the business philosophy of Varichem. Our focus is to identify worthwhile community needs - particularly those associated with our core business, health care and to mobilize product, finance and human resources to help meet those needs, where appropriate. The process is not only an integral part of our operating culture but also represents our investment in the society in which we operate- a society on which we ultimately depend for our growth and success. Above all, it reflects our belief that business has a key role to play in helping societies cope with the increasing social challenges.

1.6 The Environment

We endeavor to carry out our operations in an environment friendly manner, which results in the minimum possible damage to nature. Varichem recognizes the importance of ensuring the provision of a safe and healthy environment both within and outside the company. The protection of the environment is critical to the long-term sustainable future of the country and its citizens.

2.0 OUR PRODUCTS

BRAND NAME	GENERIC NAME	DOSAGE FORM	STRENGTH
<u>Antibiotics/ Antibacterial</u>			
-	Chloramphenicol	Capsules	250mg
-	Chloramphenicol (as palmitate)	Suspension	125mg/5ml
-	Clindamycin Hcl	Capsules	150mg
-	Ciprofloxacin	Tablets	250mg
-	Ciprofloxacin	Tablets	500mg
Cotrizole	Cotrimoxazole	Tablets	200/40mg,400/80mg
Cotrizole DS	Cotrimoxazole	Tablets	800/160mg
Cotrizole	Cotrimoxazole	Suspension	200mg/40mg/5ml
Doxicap	Doxycycline Hcl	Capsules	100mg
Etrocin	Erythromycin (as Stearate)	Capsules	250mg
Etrocin	Erythromycin (as Ethyl Succinate)	Granules for suspension	125mg/5ml,250/5ml
	Norfloxacin	Tablets	400mg
<u>Antituberculars</u>			
Rifacure	Rifampicin	Capsules	150mg
Rifacure	Rifampicin	Suspension	100mg/5ml
-	Isoniazid	Tablets	100mg
-	Pyrazinamide	Tablets	500mg
-	Ethambutol	Tablets	400mg
<u>Antiseptics / Antifungals</u>			
-	Clotrimazole	Pessary	100mg
-	Clotrimazole	Topical Cream	1% m/m
Gynosept	Clotrimazole	Vaginal Cream	2% m/m
-	Econazole Nitrate	Dusting Powder	1% m/m

- Gynocide - - - Micovar Oral Gel Gyno-Micovar Micovar Topical Cream Varicide Varicide Varicide	Econazole Nitrate Econazole Nitrate Econazole Nitrate Fluconazole Ketoconazole Miconazole Miconazole Nitrate Miconazole Nitrate Povidone-Iodine Povidone-Iodine Povidone-Iodine	Topical Cream Vaginal Cream Vaginal Pessary Capsules Tablets Oral Gel Vaginal Cream Topical Cream Solution Ointment Scrub	1% m/m 1% m/m 150mg 50mg, 200mg 200mg 2% m/m 2% m/m 2% m/m 10% m/v 10% m/m 7.5% m/v
<u>Analgesics / Antipyretics</u> - Gigapyn Varigesic Varipan Varipan	Aspirin Cocodamol Compound Analgesic: Paracetamol, Meprobamate, Caffeine, Codeine Phosphate Paracetamol Paracetamol	Tablets Tablets Tablets Tablets Syrup	300mg 8/500mg 320mg, 150mg, 32mg, 8mg 500mg 120mg/5ml
<u>Non-steroidal anti-inflammatory Drugs (NSAIDs)</u> - Roxicam - - Varistan Varistan	Indomethacin Piroxicam Ibuprofen Ibuprofen Mefenamic acid Mefenamic acid	Capsules Capsules Tablets Suspension Capsules Suspension	25mg 10mg, 20mg 200mg, 400mg 100mg/5ml 250mg 50mg/5ml

<u>Xanthine oxidase inhibitors</u> -	Allopurinol	Tablets	100mg
<u>Antihistamine</u> -	Promethazine HCl	Elixir	5mg/5ml
<u>Steroids (Topical)</u> Dervacort Micort Betasone	Hydrocortisone Miconazole nitrate + Hydrocortisone Betamethasone valerate	Cream/ointment Cream Ointment/ Cream	1% m/m 2% m/m + 1% m/m 0,1% m/m
<u>Antiasthmatics</u> Asmanol Asmanol	Salbutamol Sulphate Salbutamol Sulphate	Tablets Syrup	2mg, 4mg 2mg/5ml
<u>Anti-hypertensives</u> - Variprex -	Enalapril Maleate Prazosin HCl Propranolol HCl	Tablets Tablets Tablets	5mg 1mg, 2mg, 5mg 40mg
<u>Vitamins</u> -	Ascorbic Acid	Tablets	100mg
<u>Antiamoebics (Oral)</u> - -	Metronidazole (asBenzoate) Metronidazole	Suspension Tablets	200mg/5ml 200mg
<u>Diuretics</u> Fruside Varidrex	Frusemide Hydrochlorothiazide	Tablets Tablets	40mg 25mg

<u>Antidiabetic (Oral)</u> Variglyben	Glibenclamide	Tablets	5mg
<u>Antacids</u> Neutracid	Compound Magnesium Trisilicate	Tablets	250mg - 120mg
<u>Gastric/Peptic Ulcer Drugs</u> - -	Famotidine Cimetidine	Tablets Tablets	40mg 200mg, 400mg
<u>Anti - epileptics</u> -	Phenobarbitone	Tablets	30mg
<u>Cough remedies</u> Variflex Cough Syrup	- Theophylline anhydrous - Etophyfylline - Diphenylpyraline HCl - Ammonium Chloride	Syrup	100mg/30ml 10mg/30ml 8mg/30ml 720mg/30ml

<p><u>Antiviral</u></p> <p>-</p> <p>-</p> <p>-</p> <p>Varivar</p> <p>-</p> <p>-</p> <p>Stalanev 30</p> <p>Stalanev 40</p> <p>-</p> <p>-</p> <p>-</p>	<p>Acyclovir</p> <p>Acyclovir</p> <p>Acyclovir</p> <p>Lamivudine/Zidovudine</p> <p>Nevirapine</p> <p>Stavudine</p> <p>Stavudine/Lamuvudine/Nevirapine</p> <p>Stavudine/Lamuvudine/Nevirapine</p> <p>Lamivudine</p> <p>Indinavir (as Sulphate)</p> <p>Zidovudine</p>	<p>Tablets</p> <p>Cream</p> <p>Suspension</p> <p>Tablets</p> <p>Tablets</p> <p>Capsules</p> <p>Tablets</p> <p>Capsules</p> <p>Tablets</p> <p>Tablets</p> <p>Tablets</p>	<p>200mg</p> <p>5% m/m</p> <p>200mg/5ml</p> <p>150mg/300mg</p> <p>200mg</p> <p>30mg, 40mg</p> <p>30mg, 150mg,200mg</p> <p>40mg, 150mg/200mg</p> <p>150mg</p> <p>400mg</p> <p>300mg</p>
<p><u>Veterinary Products</u></p> <p>Cotrizole (Vet)</p>	<p>Cotrimoxazole</p>	<p>Suspension</p>	<p>800/160mg/5ml</p>

3.0 MARKETS

Domestic: From the very beginning, we got encouraging support from both the public and private sectors and our presence on the domestic market has largely contributed to the availability of affordable, quality and efficacious medicines.

Exports: Besides fulfilling local demand, we have established very good business relationships with regional buyers. Now we are exporting our generic pharmaceuticals to Malawi, Botswana, South Africa, Namibia, Lesotho and Swaziland. From a humble export figure, our exports have increased many folds over the past five years and this indicates growing confidence of our regional customers on our products.

3.1 Our Customer Profile

- Pharmaceutical Wholesalers
- Retail Pharmacies
- Dispensing Doctors
- Central Government Medical Stores
- Local Government Hospitals and Clinics
- Central Government Hospitals
- Private Hospitals and Clinics
- Industrial Clinics
- Aid Organizations
- Corporates
- Supermarkets
- Medical Aid Societies
- Zimbabweans in the Diaspora

4.0 OUR STAKEHOLDERS

4.1 Shareholders

Varichem is committed to increasing shareholders' wealth through the application of innovative processes, value added customer services and exploitation of first mover advantage in the development and marketing of patent and imminent patent expiry pharmaceuticals.

4.2 Employees

We will afford our current and prospective employees equal employment opportunities with due recognition being give to skill, ability and performance. The company will create a conducive working environment with proper training programs to enable employees to adequately perform their duties. We will offer competitive remuneration so as to retain our human capital.

4.3 Suppliers

To enable the company achieve excellent customers service and increase shareholders' wealth, Varichem will afford its suppliers equal opportunities and above all, establish working relationships on the basis of mutual benefaction, in order to realize its strategic intent.