



# Imperial buys Fine Pharmaceuticals

Global Holdings Botswana, part of Imperial, has purchased a controlling interest in Fine Pharmaceuticals, a Botswana based pharmaceutical wholesaler. This acquisition is in line with Imperial's strategy to integrate pharmaceutical wholesaling into its service offering, in order to offer an unrivalled route to market proposition for clients in this sector.



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Imperial Health Sciences MD, Dr Iain Barton, says, "Fine Pharmaceuticals, led by Makhosi Sibanda, provides a route to market solution for pharmaceutical, over-the-counter and front shop brand owners targeting the growing retail pharmacy and hospital markets in the region.

"In keeping with the company's preferred approach of partnering with local businesses and entrepreneurs, in order to grow its African footprint and augment its service offering, Sibanda and his team retain a sizeable equity stake in Fine Pharmaceuticals."

Construction has started on a pharmaceutical grade warehouse for Fine within Global Holdings' 22000m<sup>2</sup> facility in Gaborone.

"Leveraging Global's fleet of vehicles, which are all equipped with fleet management and satellite tracking systems, will provide Fine Pharmaceuticals with a national reach for deliveries," he concludes.

Global Holdings Botswana was acquired by Imperial as part of CIC in 2010 and operates within the FMCG industry through agency agreements with blue chip manufacturers. With over 28 years of local market experience and 400 staff, it is positioned to serve diverse markets through its sales and merchandising structure and warehousing and distribution network.

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