

Background

LABOPHAR Ltd is a private Rwandan company that has been manufacturing pharmaceutical products since 1983 with a mission to avail high quality affordable medicines in Rwanda and Africa. LABOPHAR was acquired from the Government of Rwanda by Depot Pharmaceutique et Materiel Medical Kalisimbi (DPMMK) Ltd in April 2024.

Depot Pharmaceutique et Materiel Medical Kalisimbi (DPMMK) is an experienced Rwandan owned company. DPMMK Ltd produces and supplies medical oxygen and Nitrogen, supplies pharmaceutical products and equipment to different health facilities in Rwanda and in the region.

DPMMK manage the landfill of Nduba and provide the treatment of hazardous waste services to public and private institutions in Rwanda. In 2029, DPMMK Ltd purchased Mageragere industrial incinerator from the Government of Rwanda.

LABOPHAR is undertaking a strategic expansion by establishing a new manufacturing facility for intravenous (IV) fluids, in bags, Syrups and Ointments. The facility will meet current Good Manufacturing Practices (cGMP) and global regulatory requirements. The list of the products to be manufactured at Labophar Ltd is attached to this document.

Labophar Ltd has been manufacturing pharmaceuticals since 1983. The company, originally owned by the Government of Rwanda, was acquired by Depot Pharmaceutique Kalisimbi (DPMMK) Ltd in April 2024.

Our Opportunity

Problem worth solving

In Rwanda, most pharmaceuticals are imported, leading to frequent shortages, quality issues and shipment delays. To address this, DPMMK Ltd acquired Labophar in 2024 with the support of Rwandan Government to enable local production of pharmaceutical products.

Our solution

Labophar Ltd plans to produce and supply essential pharmaceuticals starting with the Intravenous fluid, syrups and a range of non sterile drugs to local and regional markets starting in 2025.

Target market

1. Rwanda
2. Burundi
3. Democratic Republic of Congo
4. Congo Republic
5. Central Africa and Eswatini

Competitors	How our solution is better
Kenya, Uganda & India	Products quality and Brand recognition

Funding needed

Rwf 18B

The funds will be used to upgrade the existing facilities and purchase new equipment for IV fluids to comply with pharmaceutical manufacturing standards.

Sales and Marketing

Sales channels

Products manufactured by Labophar will be sold to Rwanda Medical Supplies (RMS) through a guaranteed offtake agreement between the Government of Rwanda and Depot Pharmaceutique et Materiel Medical Kalisimbi Ltd. The remaining quantities will be exported to the region through various distributors.

Marketing activities

We will establish Labophar as a trusted local brand by partnering with pharmacies and healthcare facilities, publishing pharmaceutical research, and mentoring pharmacy interns in Rwanda.

Forecast

Revenue streams

Labophar plans to produce between 15 and 20 million 500ml IV fluid bags per year. The initial year will focus on local market, with exports beginning in the second year. Production of syrups and ointments is set to commence in January 24.

Major costs

Major costs: state-of-the-art manufacturing equipment, FDA-compliant clean room facilities, pharmaceutical-grade raw materials, high-volume water utilities, stringent facility maintenance, and specialized skilled labor for pharmaceutical production.

Milestones



Feb 16, 2025
**Start of the Construction
of IV & Laboratory
facilities**



Mar 1, 2025
Ordering equipment



Mar 31, 2025
**Completion of the
renovation of syrups and
ointment building**



Sep 30, 2025
**Launching Syrups
production**



Sep 30, 2025
**Launching production of
ointments**



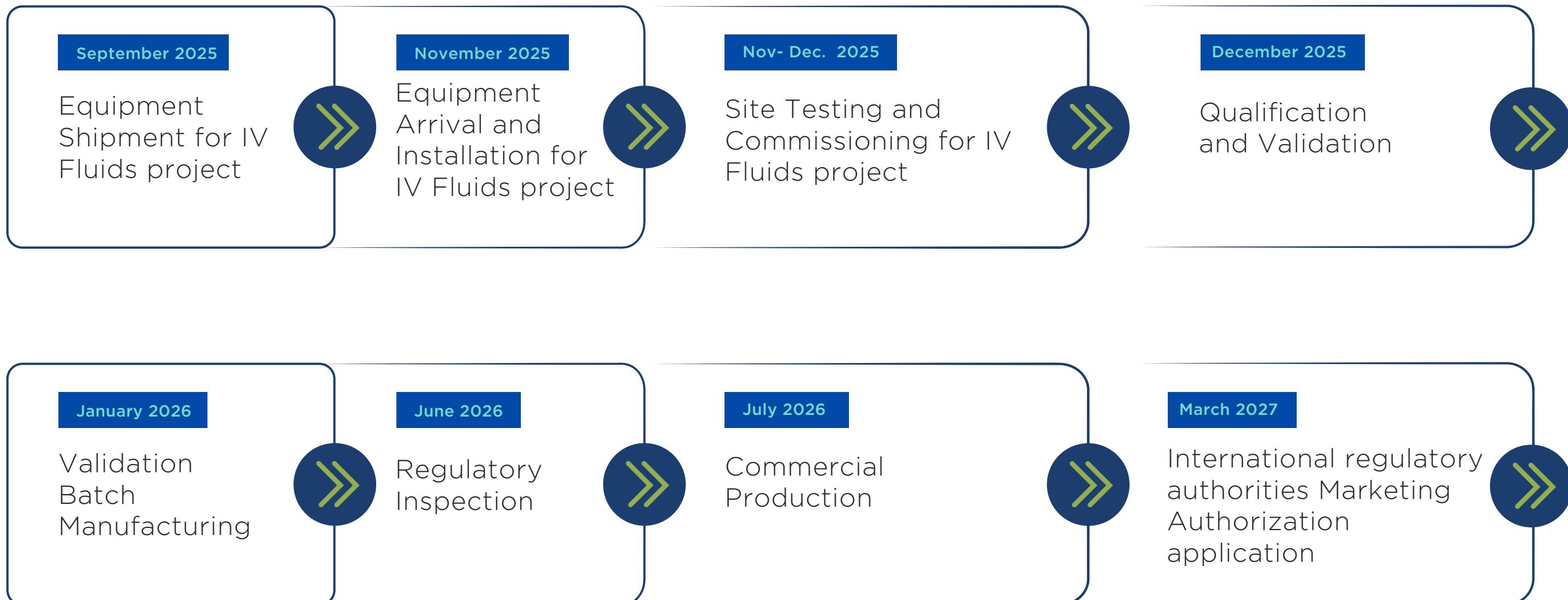
Government of Rwanda

The Government of Rwanda through Rwanda Medical Supplies will purchase most of the IV fluids productions and Syrups .

Project Timeline for LABOPHAR Ltd







LIST OF LABOPHAR PHARMACEUTICAL PRODUCTS



Product	Dosage Form/Strength	Pack Size
Sodium chloride 0.9% 500 ml (normal saline)	Large volume IV	500 ml
Ringer lactate	Large volume IV	500 ml
Dextrose 5%	Large volume IV	500 ml
Dextrose 10%	Large volume IV	500 ml
Paracetamol suspension	Suspension 5ml/120mg Paracetamol	100ml
Ibuprofen suspension	Suspension 5ml/100mg Ibuprofen	100ml
Metronidazole suspension	Suspension 5ml/200mg Metronidazole	100ml
Cotrimoxazole suspension	Ointment Camphor 1% w/v	100ml
Camphor ointment	Ointment	50gm
Emulsifying Unguent	Ointment benzoic acid 3% w/w, salicylic acid 6 % w/w	400gm
Whitfield Ointment	Solution Povidone Iodine 10% w/v	50gm
Povidone Iodine	Solution Lysol 6%	200ml
Lysol	Gel Ethanol 70%v/v	5L
Hand Sanitizer Gel	Solution Ethanol73%v/v	500ml
Hand Sanitizer Liquid	Solution Chlorhexidine 1.5% w/v, Cetrimide 15% w/v	500ml
Chlorhexidine/Cetrimide	Chlorhexidine/Cetrimide	5L
Morphine		50 MI