



PRESS RELEASE

CFAO Healthcare strengthens its partnership with Sanofi in Nigeria

Lagos, February 2, 2024 - CFAO Healthcare has announced the expansion of its collaboration with Sanofi, a global pharmaceutical leader, exclusively distributing the Sanofi General Medicines range in Nigeria through E.P. DIS, the CFAO Healthcare distribution platform. This move fortifies their strategic partnership.

With a continuous presence of 120 years in Nigeria, the CFAO Group is actively deepening its roots, consolidating its position in the country and making Nigeria the 26th country in the ongoing partnership with Sanofi. This aim is to maintain products available and quality services for the different local operators and patients.

In 2021, CFAO Healthcare initiated an exclusive partnership with Sanofi for the distribution and marketing of medicines and vaccines across 25 sub-Saharan African countries, both English- and French-speaking. This initiative has been highly successful, enhancing trust between the two companies.

« We are delighted to expand our partnership with Sanofi by extending the exclusive distribution of general medicines in Nigeria. CFAO Healthcare is actively strengthening its presence in the Nigerian market to respond effectively to the growing healthcare needs of the population and to secure access to quality medicines » said Jean-Marc Leccia, CEO & Chairman of CFAO Healthcare.

The Sanofi General Medicines range, comprising essential pharmaceutical products, underscores CFAO Healthcare and Sanofi's shared commitment to providing quality therapeutic solutions while solidifying their footprint in the Nigerian market.

« This strategic move represents a significant milestone for our organization and is driven by our commitment to continually improve access to our medicines and to better serve our patients and the Nigerian health system », said Cem Ozturk, Sanofi Foundation Community Head Turkey, Africa & Middle East at Sanofi.

Aware of the evolutions and challenges in the Nigerian pharmaceutical landscape, CFAO Healthcare and Sanofi are joining forces, capitalizing on their expertise and historical presence to optimize access to quality healthcare.

With an unwavering commitment to the community, CFAO Healthcare is addressing today's challenges, highlighting the continuity and stability of pharmaceutical distribution. A strategic alliance dedicated to shaping the future of healthcare in Nigeria.

About CFAO Healthcare

Leader in the African pharmaceutical market, we supply drugs and pharmaceutical products in over 28 countries thanks to our very efficient supply chain organization. We thus ensure their integrity from the storage site to the retail pharmacies.

Wholesaler-distributor as well as agent for world-renowned laboratories, we also produce licensed drugs in Morocco and Algeria. A commitment that promotes employment based on local skills and on the innovations of international pharmaceutical laboratories.

About CFAO Group

With a revenue €7.9 billion, access to 46 of the 54 countries on the continent and more than 22,600 employees, the CFAO Group, Corporation For Africa & Overseas, contributes to the growth of the African continent, its industrialization and the emergence of the middle class, drawing on its in-depth field knowledge and local expertise. The Group partners with leading international brands and covers the entire value chain – import, production, distribution – in line with the best international standards.

With Africa For Africa

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