



CFAO HEALTHCARE MAKES STRATEGIC MOVE INTO SOUTH AFRICAN MARKET WITH ACQUISITION OF SANOFI'S SOUTH AFRICAN CONSUMER HEALTHCARE BUSINESS

JOHANNESBURG, 2 October 2024 – CFAO Healthcare is pleased to announce its strategic expansion into the South African pharmaceutical market by acquiring Sanofi's South African Consumer Healthcare business (Opella Healthcare South Africa), a prominent pharmaceutical manufacturer and distributor.

It marks CFAO's first healthcare investment in the country, which is the second-largest market on the Continent. The new entity will operate as CFAO Healthcare in South Africa.

CFAO Healthcare, a division of CFAO Group, continues its mission of enhancing healthcare globally by manufacturing, distributing, and providing pharmaceutical and medical products and related services. Now, with a presence in 28 countries, this acquisition further strengthens our position as the leading pan-African distributor of pharmaceutical products and sends a clear message about our seamless integration across every link in the value chain.

"CFAO Healthcare's entry into the South African market represents a significant milestone in the company's ongoing efforts to expand its footprint across the Continent," states Jean-Marc Leccia, CEO and Chairman of CFAO Healthcare. "This acquisition of Sanofi's South African Consumer Healthcare business underscores CFAO Healthcare's dedication to investing in the Sub-Saharan region's healthcare distribution network", positioning us as a market leader in distribution.

Sanofi's South African Consumer Healthcare business, Opella Healthcare South Africa, located in Gauteng in South Africa, is engaged in the distribution of the following consumer healthcare products: Essentiale, Telfast, Buscopan, Dulcolax, Enterogermina, Nasacort and Pharmachoice.

CFAO Healthcare is committed to ensuring a seamless transition for the acquired entity, with no operational disruption of Opella Healthcare South Africa or its client delivery. The current team at Opella Healthcare South Africa, with highly valued expertise, will be retained and integrated into the CFAO Healthcare in South Africa operations. This approach aligns with CFAO's philosophy of sustainable growth and long-term investment in the communities it serves.

Strategic CFAO Healthcare and Sanofi partnership across Africa

In 2021, CFAO Healthcare initiated an exclusive partnership with Sanofi to distribute and market medicines and vaccines in 25 English - and French-speaking sub-Saharan African countries. This initiative has been highly successful, enhancing trust between the two companies.

"This strategic partnership represents a significant milestone for CFAO Healthcare. It is driven by our dedication to improving access to our medicines and better-serving clients in South Africa's healthcare system. We also aim to establish ourselves as a pan-African leader in pharmaceutical distribution through continued expansion and investment, and we are eagerly working on the expansion of our offering in Southern Africa to serve Principals better," states



Philippe Franiatte, Deputy CEO of CFAO South Africa and CEO of CFAO Healthcare in South Africa.

"CFAO Healthcare in South Africa aims to serve the entire healthcare value chain. This strategic move will ultimately enhance access to quality and affordable healthcare for the South African people," he says. Philippe Franiatte emphasises the significance of this acquisition: "This is a pivotal moment for CFAO Group as we establish our healthcare presence in one of the largest pharmaceutical markets in Africa. Our partnership with Sanofi and commitment to local expertise will drive our mission to deliver top-tier healthcare solutions to the South African population."



EDITORS' NOTES

About CFAO Group

With a revenue of €8.3 billion, access to 45 of the 54 countries on the continent and more than 23,100 employees, the CFAO Group, Corporation For Africa & Overseas, contributes to the growth of the African continent, its industrialisation 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.

www.cfaogroup.com

With Africa For Africa

About CFAO Healthcare

Secure access to high-quality medicines for all African countries

CFAO Healthcare is the leader in the African pharmaceutical market; we supply drugs and pharmaceutical products in over 28 countries thanks to our efficient supply chain organisation. We thus ensure their integrity from the storage site to the retail pharmacies. As a wholesaler-distributor and an agent for world-renowned laboratories, we also produce licensed drugs in Morocco and Algeria. This commitment promotes employment based on local skills and innovations of international pharmaceutical laboratories.

cfaohealthcare.com

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About CFAO South Africa

CFAO South Africa delivers an unrivalled integrated mobility ecosystem, supporting the development and growth of the automotive industry and harnessing its strong market knowledge and partnerships to add value ethically. CFAO South Africa is the regional division of a solid, successful, and diverse pan-African business, CFAO Group, with its headquarters in France, a wholly owned premium asset of Japan's renowned and respected Toyota Tsusho Corporation. CFAO South Africa has a strong expansion vision while supporting the Group into the African continent in the automotive sector and other sectors aligned to the CFAO Group strategy, including pharmaceuticals and renewable energy.

www.cfao.co.za

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