



## PRESS RELEASE

### **CFAO HEALTHCARE ACCELERATES ITS EXPANSION IN SOUTHERN AFRICA WITH THE ACQUISITION OF MEDSWANA IN BOTSWANA**

Boulogne-Billancourt, July 8<sup>th</sup>, 2026 - CFAO Healthcare, the healthcare division of the CFAO Group, announces the acquisition of a 75% stake in Medswana, one of Botswana's leading pharmaceutical wholesalers.

Following the launch of its operations in South Africa in 2024, CFAO Healthcare reaches a new milestone in the deployment of its regional platform in Southern Africa. This acquisition illustrates its strategy of building a regional pharmaceutical distribution network capable of meeting the growing needs of African healthcare systems while ensuring the highest standards of quality and traceability.

Botswana has one of the most structured healthcare systems in Southern Africa and maintains strong links with the South African market. This environment makes Botswana a strategic market for CFAO Healthcare's regional expansion.

Founded in 1994, Medswana is now one of the leading players in pharmaceutical distribution in Botswana, with more than 3,800 product references and over 200 suppliers. From its facility in Gaborone, the company handles the import, storage, and distribution of medicines to public and private healthcare facilities throughout the country. Drawing on the expertise of Medswana's teams, CFAO Healthcare aims to support the development of the Botswana market while strengthening the regional integration of its platform in Southern Africa. While the current CEO, Piet le Grange, retired upon completion of the transaction, CFAO Healthcare will ensure a seamless leadership transition through the appointment of Mark Fallows, currently Head of Operations, as Chief Executive Officer.

Mark Fallows said: *“Medswana has proudly served the people of Botswana for decades by providing access to high-quality medicines. We have chosen CFAO Healthcare as our partner and shareholder because of our shared vision, strong ethical values, and commitment to improving healthcare outcomes. Together, we will be better positioned to meet the evolving healthcare needs of the people of Botswana and further enhance access to high-quality pharmaceutical products.”*

Philippe Franiatte, Chief Executive Officer of CFAO Healthcare’s Southern Region, adds: *“Botswana is a strategic market for our regional development. With Medswana, we are partnering with a recognized leader and experienced teams. Our ambition is to sustainably support the development of Botswana’s pharmaceutical sector while strengthening regional synergies to benefit healthcare systems.”*

In a context where African healthcare systems continue to develop, access to medicines depends as much on their availability as on the quality, traceability, and reliability of distribution networks. Building on its experience across the continent, CFAO Healthcare is implementing an integrated model that combines local expertise, operational excellence, and international standards in procurement, quality, and logistics.

Jean-Marc Leccia, Chief Executive Officer of CFAO Healthcare, said: *“This acquisition is fully in line with our strategy to develop an integrated pharmaceutical distribution platform across the continent. In markets where access to medicines depends heavily on the quality of supply chains, our role is to provide high standards, continuity of service, and sustainable solutions for the benefit of healthcare professionals and patients.”*

Following the transaction, the company will operate as Medswana Laborex and will join CFAO Healthcare’s pan-African network, thereby benefiting from the Group’s expertise in quality, regulatory compliance, and logistical organization.

## **ABOUT CFAO HEALTHCARE**

Pan-African leader in pharmaceutical distribution, CFAO Healthcare secures access to high-quality medicines for all African countries.

CFAO Healthcare supplies medicines and pharmaceutical products in 26 African countries and 6 French Overseas Territories. Product integrity is ensured throughout the logistical import logistics chain, from the storage site to the pharmacy, notably through the Laborex network, which delivers to more than 11,000 pharmacies daily in French-speaking Africa, English-speaking Africa and the French Overseas Territories. CFAO Healthcare also manufactures licensed medicines in Morocco and Algeria, and assembles and distributes generic medicine kits and medical consumables for Africa.

To further strengthen the healthcare offer on the Continent, CFAO Healthcare operates close to patients through its network of Goodlife pharmacies in Kenya and Uganda.

Its expertise is built on its complete control of the supply chain, in line with the highest quality and traceability standards, from production and import to the pharmacy and ultimately to the patient.

**With Africa For Africa**

For more information, go to: [www.cfaohealthcare.com/](http://www.cfaohealthcare.com/)

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