

# Duniya Healthcare

**“Smart Logistics for a  
Healthy Africa!”**

# Doing well by doing good!

**2000%**

Revenue growth rate  
May 2023 – December 2023

**\$300k**

Gross Merchandize Value  
Since April 2023

**\$60k**

Monthly GMV  
Current GMV

**1,000+**

Number of orders delivered  
Since April 2023

**\$50**

Customer Acquisition Cost

**\$4.3m**

Customer Lifetime Value  
Status December 2023

**\$10m**

Rural Distribution Contract

**\$500k**

**Investment Opportunity**  
Closing by June 2024

The image shows two women sitting on a wooden bench in front of a pharmacy. The pharmacy shelves behind them are filled with various medicine boxes, including brands like 'Lumbar-Tam', 'Clozem', 'Favormed', and 'KORON'. The woman on the left is wearing a white headscarf and a black and white patterned dress, holding a black plastic bag and an orange handbag. The woman on the right is wearing a black headscarf with a white lace headband and a grey cardigan over a blue floral patterned dress. The background consists of a wooden wall on the left and a light-colored wall on the right.

**3.5million Deaths**

Number of deaths in Africa per year due to lack of access to medicines

**60% = Logistics Costs**

Proportion of the Price-to-patients of all medicines that accounts for logistics

**800 labour hours wasted**

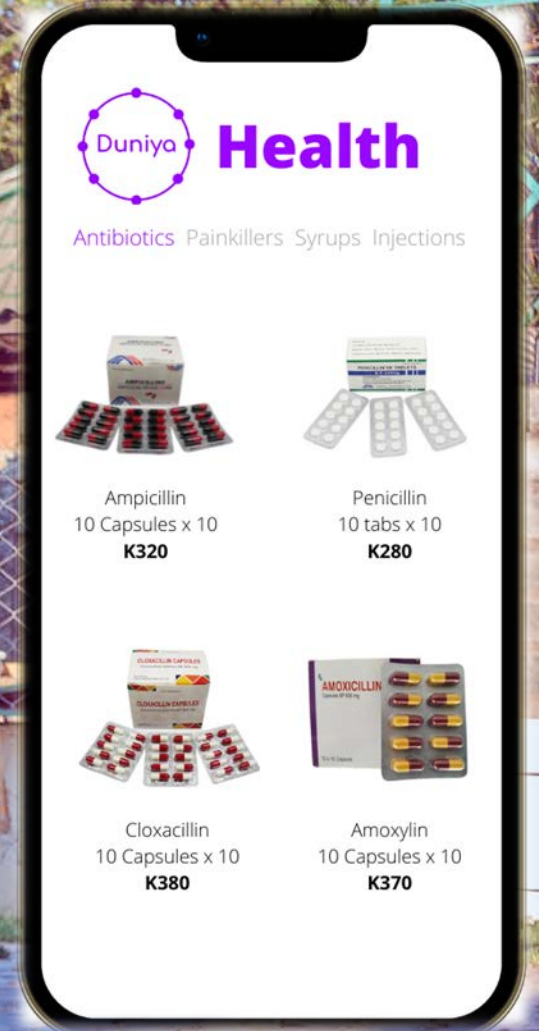
Number of labour hours spent on procurement related activities for retail pharmacies and hospitals

**Courageous  
innovation:  
building Africa's  
healthcare  
ecosystem that  
no one has  
dared to build.**

**Our Mission**



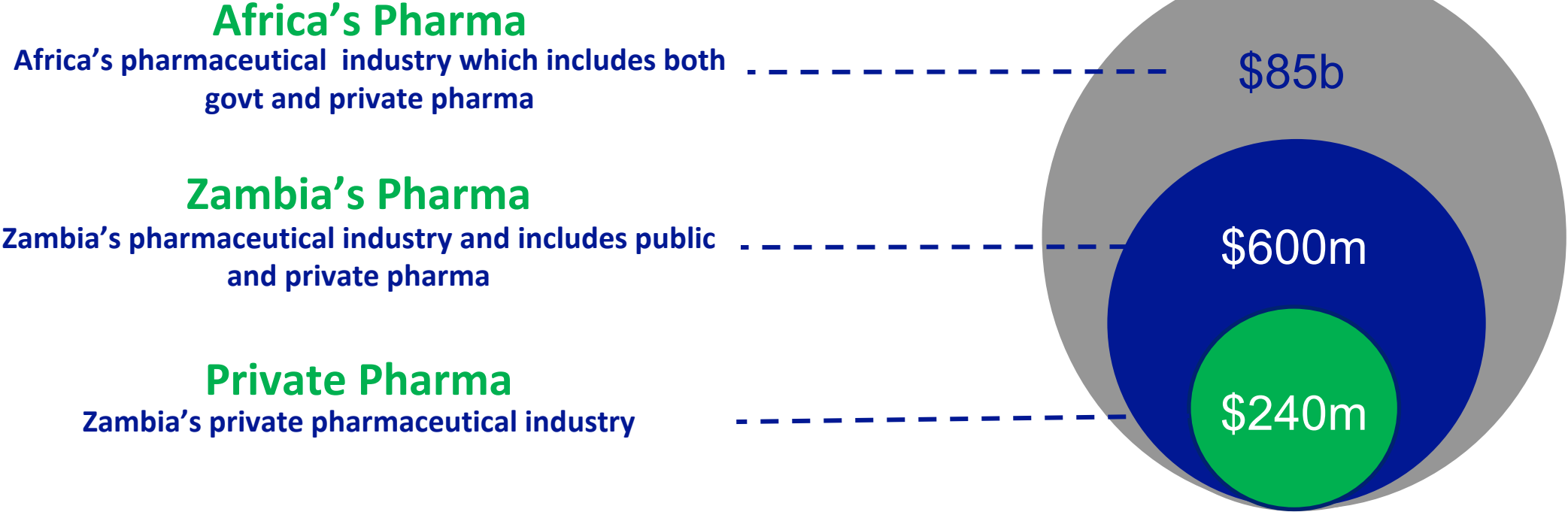
Community Pharmacies and Health facilities order **medicines** from their trusted **wholesalers** through the Duniya App and we deliver to their doorstep for free. Pharmacies can also track their order on the App.





# Market Size

The pharmaceutical market has been one of the consistently fast growing markets in Africa with annual growth rates of 6% - 8%



## Africa's Pharma

Africa's pharmaceutical industry which includes both govt and private pharma

## Zambia's Pharma

Zambia's pharmaceutical industry and includes public and private pharma

## Private Pharma

Zambia's private pharmaceutical industry

# Competition

	Free Delivery	Inventory Management	On-demand Marketplace	Non-restrictive Procurement
Duniya Health	✓	✓	✓	✓
mPharma	✓	✓	✗	✗
MedGet Logistics	✗	✗	✗	✓
Shelf Life	✗	✓	✗	✗
Thanks Transport	✗	✗	✗	✓

# Financial Model



## Commissions

Our financial model is predicated on a 10% commission for all purchases made on the Duniya Health App. The App also allows wholesalers to advertise their products on the platform. This ensures sustainability of the business.

# Financial projections

Anticipating stellar financial outcomes through 2024. Our success is anchored on our first mover advantage and high customer demand.



**\$3.8m**

GMV  
Year ending 2024



**\$345k**

Net Revenue  
Year ending 2024



**\$88k**

Net Earnings  
Year ending 2024



**25%**

Net margins  
Year ending 2024

# Team



**Mwansa Chalo | CEO**  
**Health Economist**

**3x Founder with 8+ years of experience as an entrepreneur building businesses in Africa**



**Wamulume Beele | COO**  
**Chemical Engineer**

**3x Founder with 10+ years of experience in business development and logistics**



**Charles Mwanza | CTO**  
**Software Engineer**

**2x Founder with 10+ years training and leading software development teams**



**Be a catalyst for change. Join our impactful journey today.**

**We are raising**

**\$500,000**



**Thank You.**

**Mwansa Chalo**  
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