

Texa Medical Industries LTD

The Premier Medical Equipment Manufacturer in East & Central Africa



Presentation Deck



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Introduction

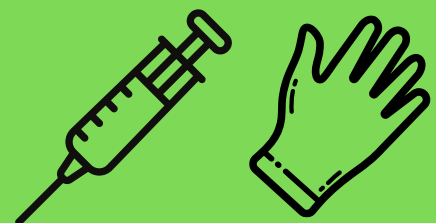
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TexaMed Industries Limited, dba Texa Medical Industries Limited, is a private limited liability company established in the Republic of Kenya (the “Company”). The Company will be the premier medical equipment manufacturer in East and Central Africa. Medical consumables and medical supplies represent an almost **USD 300 million** market in East and Central Africa. The Company will manufacture and distribute assorted medical consumables across Kenya, Uganda, Rwanda, Burundi, Tanzania, South Sudan, and the Democratic Republic of Congo.



The Company is focused on **import substitution**. The Company will manufacture high-quality, cost-competitive products made locally in Kenya and penetrate highly import-dependent markets. Over **92%** of medical consumables are imported to East and Central Africa, primarily from European and Asian manufacturers.



The Company’s phase 1 manufacturing plan will initially focus on producing and selling latex surgical gloves, condoms, and syringes. The Company is seeking a **USD 27.60 million** financing facility (not including interest reserves), with sponsor equity for phase 1 of approximately USD 6.4 million.



Texa Medical

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Mission: To provide high-quality, safe and affordable medical consumables to healthcare providers in the region.



Vision: To become the leading regional manufacturer and distributor of medical consumables, distinguished by product quality and product safety.

RELIABILITY

leverage technology and technical expertise to produce high-quality products.

AGILITY

use flexible strategies, technology, processes and people to develop products for the ever-changing markets.

INNOVATION

continuously transforms raw materials to create value through innovative ideas and lean processes.

QUALITY

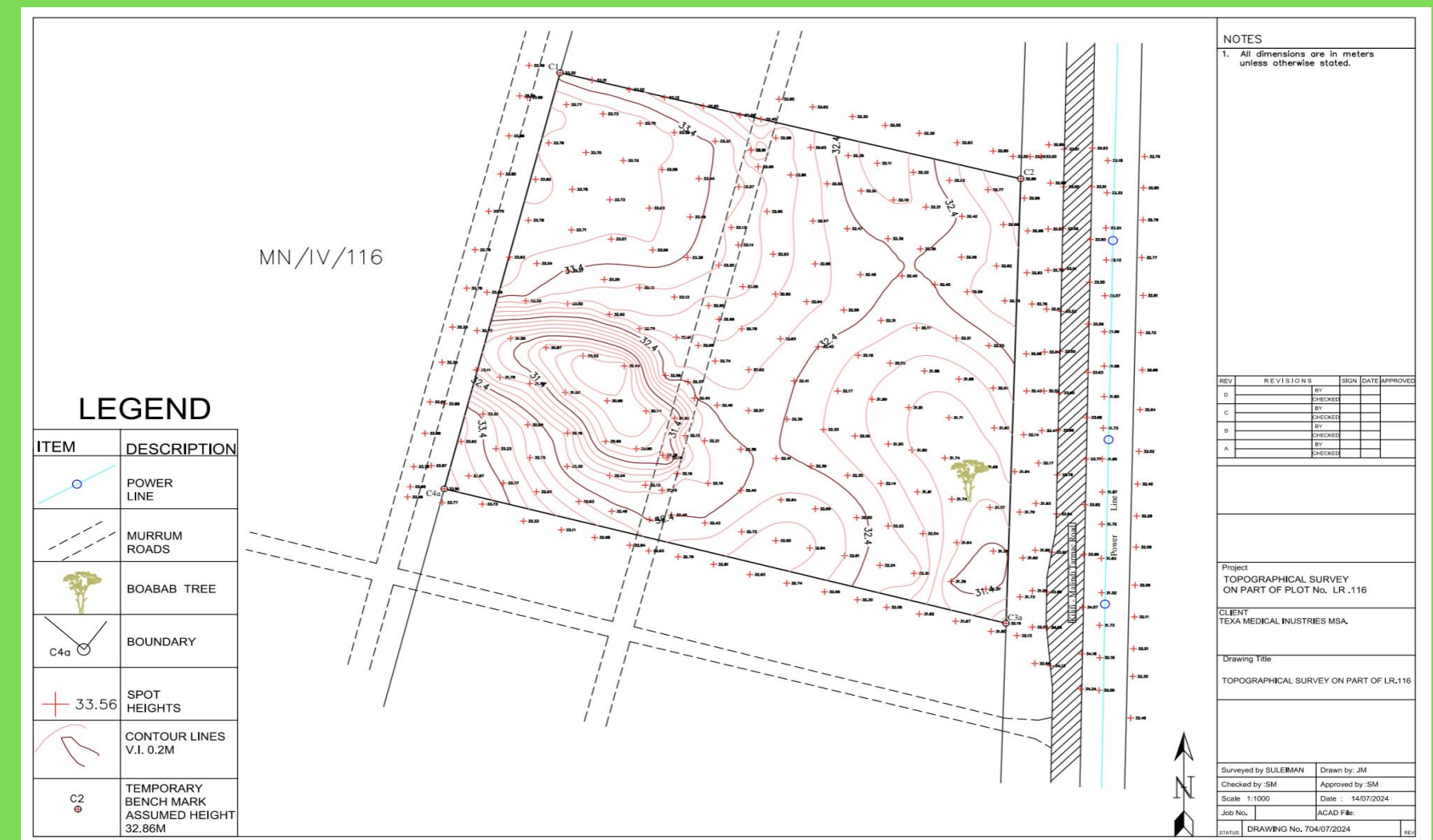
consistently deliver high-quality products to the market at a fair and considerable price.

Development Site Details

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10-Acre Primary Development Site:

- Located in **Vipingo, Kilifi County, Kenya.**
- Texa purchased the freehold property in April 2023 for KES 90 million. A KES 18 million deposit has been made for a second 20-acre development site immediately behind the primary development site.



10-Acre Primary Development Site:

- Located in **Vipingo, Kilifi County, Kenya**.
- Texa is strategically located near Mombasa International Airport and is also located 35 KM from the port. Texa's proximity to key logistics hubs will enable the company to promptly meet customer demands and maintain its competitive advantage.

Site Works:

- July 2024 - Completed land/topographical survey and boundary establishment. (KES 174,000)
- Ongoing - The site has been graded. All sisal is being removed. (KES 450,000)

Building Contractor - **Coast Building Projects Limited** ("CBPL"):

- The factory's detailed designs and the construction work plan are being finalized.

Water - **East Africa Aquatech Drilling Ltd**:

- Texa is determining if the adjacent water pipeline or a water borehole is more economical. In July 2024, East Africa Aquatech Drilling Ltd completed a geophysical and hydrogeological assessment for a water borehole. (KES 266,800)

Electricity:

- The manufacturing facility will be completely powered by solar electricity with battery storage. Quotes have been furnished.

Jiangsu Huigang Technology Co., Ltd. (“JHT”)

Jiangsu Huigang Technology Co. will manufacture, install, test, commission, and provide after-sales service for the medical production lines. The medical production lines are fully warrantied for two years after commissioning. Texa will also receive 2 years of support and technology transfer through a team of engineers from JHT that will be based in Texa’s facility. JHT will supply raw materials for production. JHT will train Texa’s management team and employees to use the equipment. For the past 8 months, some of Texa’s team members have already been receiving training to use the equipment at JHT’s factory in China.

Current Progress:

- **Condom manufacturing line:** 1 production line to be manufactured. The building will have room for 1 additional condom production line.
- **Syringe manufacturing lines:** 3 production lines are ready. 2 production lines to be manufactured. (Est. 1-2 months)
- **Gloves manufacturing line:** 2 production lines are ready.
- **Future expansion:** To increase the production capacity and add additional products, the plan is to remove a wall and expand outward to double the production capacity.

Market Overview

- Local and regional production of medical consumables is very low. Currently, **92%** of the medical supplies used in East and Central Africa are imported from Europe and Asia.
- Global lockdowns arising from the Covid-19 pandemic still impact supply chains and the costs of medical consumables remain restrictive.
- Kenya's medical device market is expected to expand by a five-year compound annual growth rate (CAGR) of **8.2%** and, according to Fitch Solutions, will reach **USD 179.9 million** by 2026.
- The World Bank reports Kenya is a promising medical device market and is ranked as one of the fastest-growing markets in sub-Saharan Africa. Coupled with the availability of cheap labor, Kenya offers an excellent investment opportunity.
- In Kenya, procurement for medical devices and pharmaceuticals is done by the Kenya Medical Supplies Agency (**KEMSA**), a state entity and a specialized medical provider for the Ministry of Health.

Market Overview

- In Kenya, **Section 155** of the Public Procurement and Asset Disposal Act 2015 (rev 2022) provides preference must be given to supplies produced in Kenya. Texa will be a first choice for local procurement as mandated by the Act.
- The **Public Procurement and Asset Disposal Act** ensures that KEMSA must prioritize purchasing from Texa over imported goods. At full capacity, Texa's production will meet less than **30%** of KEMSA's needs alone, not including private institutions, international health organizations, or other target markets. To capture a significant share of the Kenyan market, Texa will need to expand its production facilities.
- On average, Texa's production costs will only be about **30%** of the landed product cost in Mombasa. This margin will enable Texa to maintain a competitive edge in the market.
- Texa will benefit for import, income, and sales tax exemptions in Kenya for 10 years, while imported products will incur an **18% import tax**.



Market Overview

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- The Kenyan government is implementing taxes on imported products to encourage **local manufacturing** and to address treasury issues.
- Further incentives and policies to boost local production are aimed at achieving self-sufficiency in Kenya under the Universal Health Care Program. The Bottom-up Economic Transformation Agenda (**BETA**) is dedicated to promoting investment and growth in the local manufacturing of health products. Promoting local manufacturing not only guarantees availability and affordability, but also strengthens the country's resilience against unforeseen emergencies and global disruptions.
- Texa's local manufacturing presence in Kenya will allow the company to be the preferred supplier for the products it offers. The pricing structures Texa can offer, driven by available incentives and the **Public Procurement and Asset Disposal Act**, will ensure that Texa is the first choice for local procurement as mandated by law.

Gaps & Opportunities

- **92%** of medical supplies and consumables are imported - primarily from European and Asian manufacturers.
- Supply chain disruptions due to the COVID-19 global pandemic have brought critical attention to the need to rethink medical supply chains in developing economies – particularly as lead times and supply reliabilities have been broken.
- Imported supplies have increased in cost. This cost burden has been passed on to the final consumer. Since the onset of the pandemic in March 2020, there has been a **23%** increase in the cost of medical supplies and consumables in East African private hospitals and facilities.
- Net healthcare spending in the region has shown promising year-on-year growth in the last decade.
- Less than **30%** of African medical products are being locally manufactured. Poor infrastructure, inadequate human resources, and lack of protection from international competition hamper efforts to boost local manufacturing.

Target Market - Overview

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Target Market

Medical consumables and supplies represent a nearly **USD 300 million market** in East and Central Africa. Governments play a key role in the purchase and distribution of medical consumables and supplies under specialized agencies such as the Kenya Medical Supplies Authority (KEMSA), Joint Medical Stores (JMS), National Medical Stores (NMS) in Uganda, MSD in Tanzania, CAMEBU in Burundi, and private hospitals and medical establishments are key clients.



The Distributors

The market is dominated by distributors that hold exclusive and sole licensing deals with manufacturers, as well as wholesale and retail players. There are no medium or large-scale manufacturers in the region. Analysis indicates that the nominal proximate value of medical supplies and consumables purchased in the region annually is approximately **USD 300 million**. There are several key players in the distribution market, such as Medtronic, Cardinal Health, and local companies. These distributors play a crucial role in ensuring the availability of medical supplies across various regions. Events like Medic East Africa provide a platform for these players to connect and improve their distribution strategies.



Target Market - Outlook

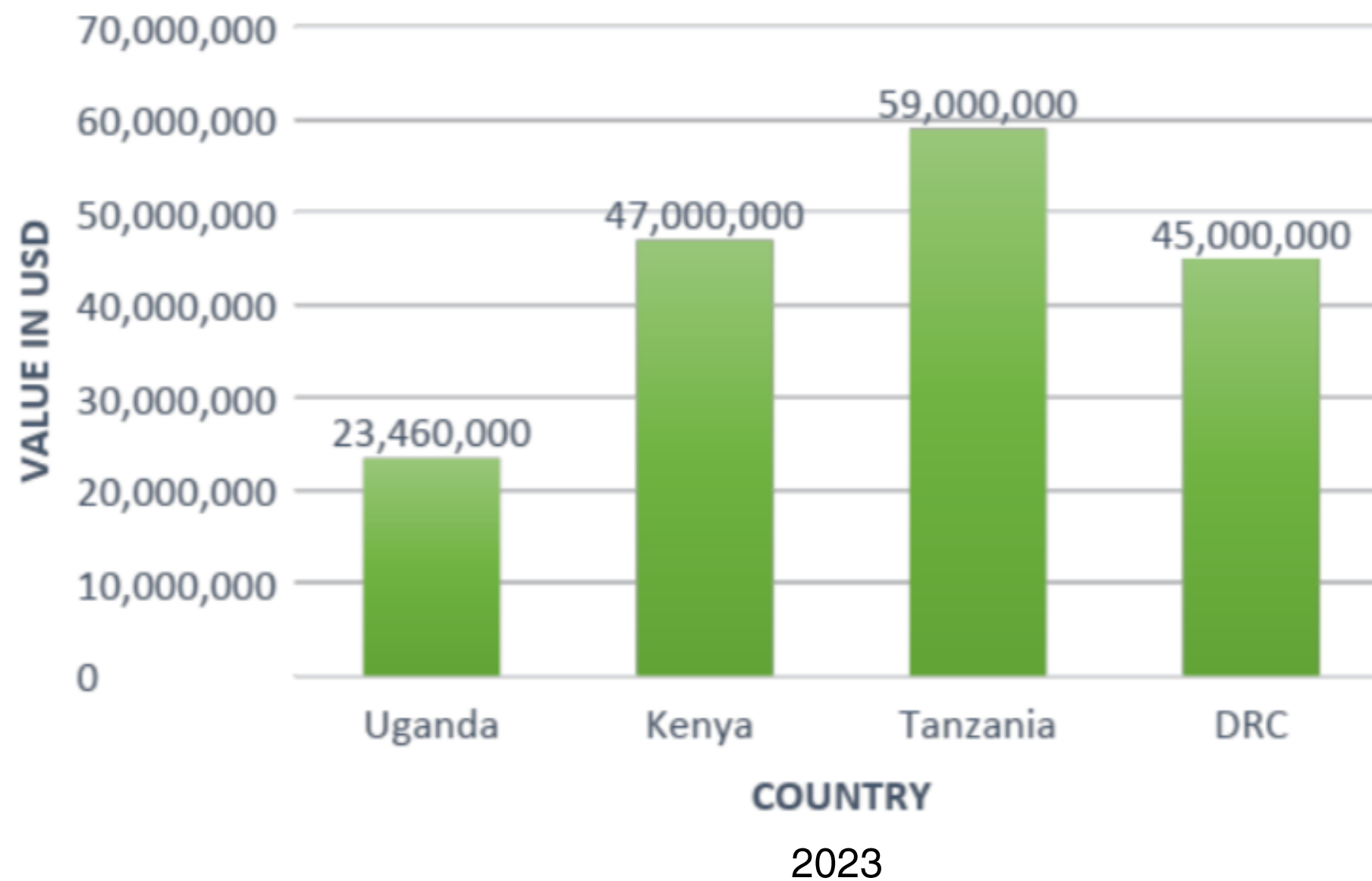
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- Direct market to over **200 major private and not-for-profit hospitals** in the region (65 in Kenya alone).
- Large network of small clinics and pharmacy chains with **7 specialized government medical supply agencies** in Kenya, Uganda, Tanzania, Rwanda, Burundi, DRC, and South Sudan with the potential for expansion.
- A potential market of over **400 million people**.
- Texa's market focus will target national medical supply distribution agencies as well as select private and specialized hospitals. The company will work with selected distributors across the Kenyan border and Mombasa port for last-mile delivery within the East African region.
- The adoption of new medical technologies, such as minimally invasive surgical devices and advanced diagnostic tools, is on the rise. This can be supported by increasing R&D activities and collaborations with global medical device manufacturers.

Available Market Opportunity

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Annual Medical Supplies in USD



The value of the medical supplies and consumables market in **Uganda** is difficult to estimate. Joint Medical Supplies (JMS), a government entity, imports approximately **USD 23,460,000 annually**. Private hospitals and facilities have demonstrated the capacity to purchase their supplies.

Kenya imports through Kenya Medical Supplies Authority supplies approximately **USD 47MN** annually and distributes to all government hospitals around the country.

Tanzania, through MSD, imports **USD 59MN** in supplies annually and distributes them to 5,600 health facilities.

The **Democratic Republic of Congo** imports **USD 45MN** in supplies a year.

SWOT Analysis

STRENGTHS

- **Affordability and Reliability:** Texa will directly address the challenges of the market, including cost, delays, and lead times to receive supplies.
- Texa will work with leading healthcare brands and establish strong relationships with government and regional medical authorities.
- Texa will leverage its regional proximity. The company's proximity to customers will give Texa an edge.

WEAKNESSES

- **Lower production capacity** compared to the market demand and needs.
- High cost of utility expenses, especially electricity.

OPPORTUNITIES

- **First to Market and Pioneer:** Texa will be the first large-scale manufacturer of medical supplies in the region.
- **Partnerships:** Ability to establish key partnerships with leading private hospitals and government agencies.
- Opportunity for regional presence.
- Opportunity to capitalize on the lack of direct competition and develop products with high demand to establish market presence and brand awareness.

THREATS

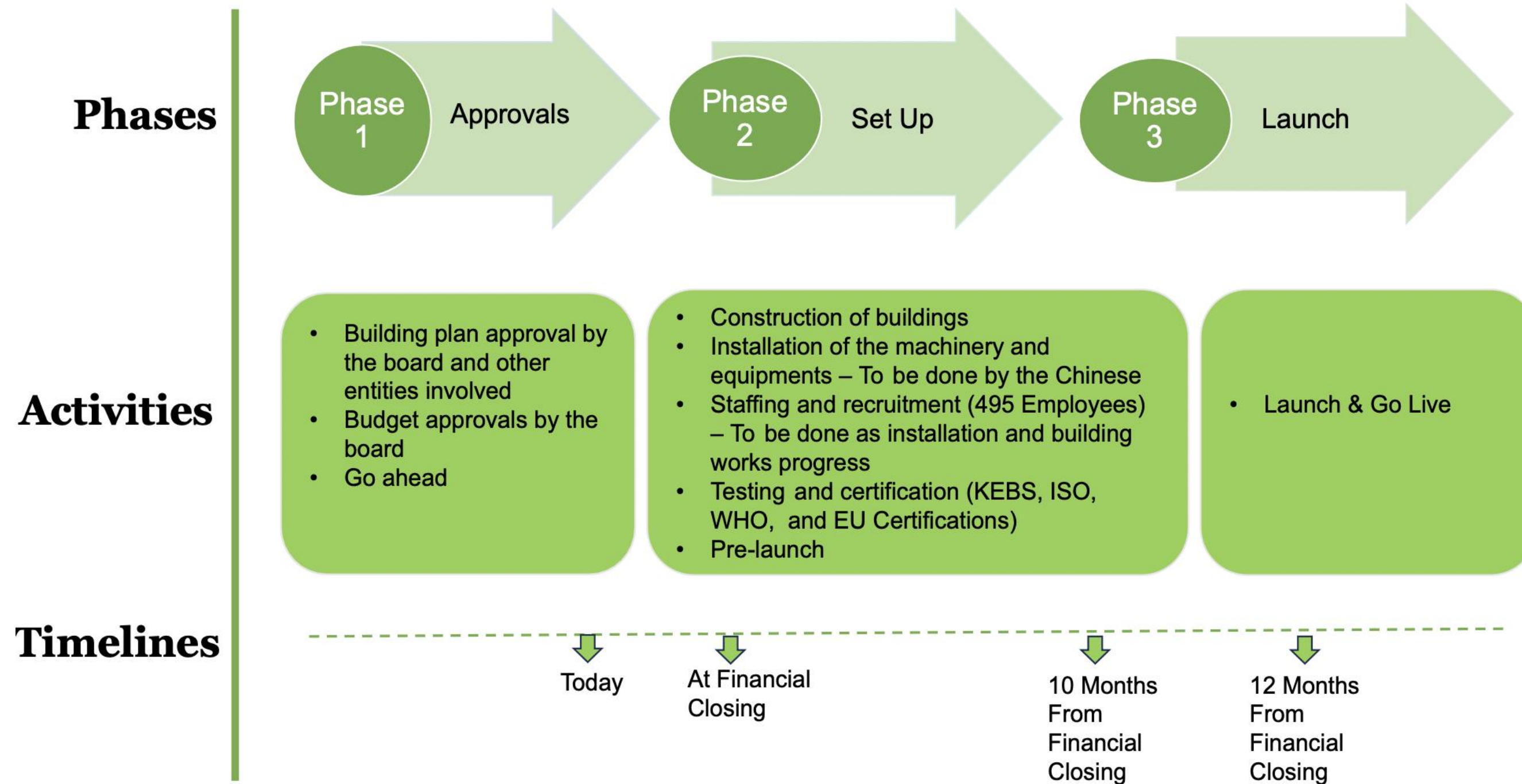
- **Economic Instability:** High inflation rates and economic downturns can reduce the purchasing power of customers and government agencies.
- **Poor Infrastructure:** Inadequate transportation and logistics infrastructure can lead to delays and higher costs in delivering medical supplies.

Pricing Strategy

- Government distribution agencies typically add mark-ups of **5 – 20%**, against their purchase prices, on each product sold in their local markets. Private facilities typically include their cost and mark-up onto the patient and consumers in the form of sundries.
- Texa's price estimates have been developed based on the pricing strategy from **KEMSA & JMS**. The initial products the company will produce focus on key fast-moving products that have high demand on the market.
- Texa's pricing strategy will provide for a **5%+ discount** on the median market price of the medical consumables it produces and sells. The lowered distribution cost and the advantage of investment incentives in Kenya and the East African Community region ensures that Texa's products will be competitively priced.
- The rising middle class in East Africa is contributing to higher healthcare spending, enabling suppliers to introduce a range of products with varying price points to cater to different consumer segments.

Project Implementation Plan

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Implementation Plan

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Phase 1: Building, Purchases, Hiring and Launch

- **From Year 1 to 5**

- Three (3) products will be produced within this period:

1. **Syringe Production** (3ml, 5 ml, 10ml and 20ml)
2. **Surgical Gloves** (8g and 16g per pair)
3. **Condoms** (GB7544 Standard)



Phase 2: Scale Up: Expansion and Introduction of More Lines

- **Scale-up Phase:** New lines, more product portfolio and additional markets

1. **Syringe Production** (3ml, 5 ml, 10ml and 20ml)
2. **Surgical Gloves** (8g and 16g per pair)
3. **Condoms** (GB7544 Standard)
4. **Wound Closure**
5. **Diabetes Care**

Product Portfolio

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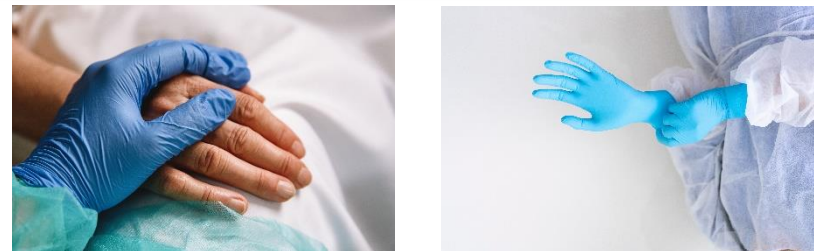
Lancets
Diabetes Care



Syringes
Injection Drug Delivery



Gloves
Personal Protective Equipment



Surgical Sutures
Wound Closure



Condoms
Safe Sex



Phase I & II Products

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Syringes

Injection Drug Delivery

- Sterile hypodermic **syringes** use are intended to be used for the administration of common injection solutions and sampling in health service.
- We offer small as well as large volume syringes.

2-part and 3-part syringes



Needles

- Hypodermic needles for single use together with hypodermic syringes enable the administration of injection solutions into the patient's body, blood sampling and puncture to be done

Hypodermic and Ophthalmic needles



New Products

High-volume syringes



New insulin syringes



Blood collection needles



Pen needles



Phase I & II Products

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COVID-19 healthcare products

- **Surgical Masks** – tie on / ear loop
- **Gloves** – latex / nitrile sizes S, M, L



VACCINATION products – syringes & needles

- **Sterile hypodermic syringes & needles in various sizes** for single use – intended to be used for the administration of common injection solutions, vaccines, and sampling in health service
- **Insulin or Tuberculin syringes with attached needle** – for vaccination of dosage up to 1ml of solution



Sexual health products

- **Condoms** (GB7544 Standard) – made to be worn single use for sexual activities to prevent unwanted pregnancy and sexually transmitted diseases



Phase I & II Products

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Lancets

Diabetes Care

- **Lancet** is a medical device used for blood sample taking to monitor blood glucose level.
- We offer both metallic part of lancets – metallic lancet needles and final products – diabetic and safety lancets.
- Diabetic lancets are used by patients in diabetic pens for blood glucose monitoring daily.
- Safety lancet is primarily used by professional health workers for blood sample taking. The needle is fully shielded before and after the use of the safety lancet to prevent accidental needle-stick injury.



Cannulas

- **Cannulas** are semi-products used for manufacturing of various needles (hypodermic needle, blood collection needle, pen needle, etc.)



Insulin syringes

- CHIRANA insulin syringes are intended for the administration of 1 ml of medicine.
- The syringes are intended for a quick use after filing.
- Insulin Syringes are made of health-safe materials.



Phase I & II Products

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Surgical sutures

Wound Closure

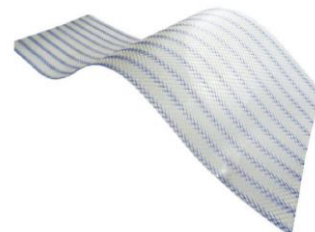
- **Sutures** include a wide range of absorbable and non-absorbable sutures which amounts to more than 1500 individual products.
- **Absorbable sutures** offer extremely wide use in various areas of surgery (e.g. ophthalmic surgery, gynecology, neurosurgery) with an absorbable ability.
- **Non-absorbable sutures** with various specific abilities including excellent knitting ability and optimal smoothness.



Surgical meshes

- Other products include surgical meshes and supplementary products like boxes for sutures, racks for Chirapack, covers for the rack and fixing clips.

Partially absorbable mesh

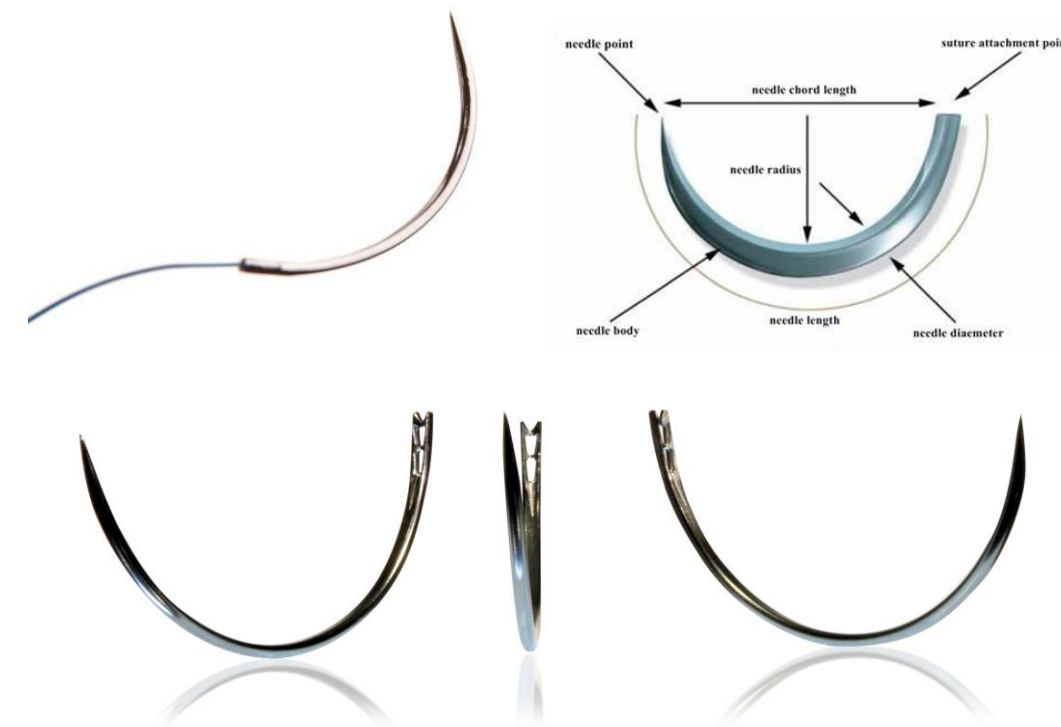


Non-absorbable mesh



Chirurgical needles

- The product portfolio includes needles of different shapes (round, cut, square) classified into two main categories – atraumatic and eye needles.
- Atraumatic needle is an eyeless surgical needle with the suture permanently fastened into a hollow end.
- Eye needles of various shapes and sizes are due to manufacturing method and their surface adapted to reuse right after the clean and re-sterilizing



Future Products

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COVID-19 healthcare products

- **Shoe covers**
- **Bedcovers**
- **Caps**



LAB products for diagnostics

- **COVID-19 TEST kits** – PCR rapid test (Real Time – Polymerase Chain Reaction test) are available to be used in order to curb the outbreak of the virus
- **BLOOD collection needles** – for blood collecting of higher volumes for closed vacuum collecting system
- **General lancets or SAFTEY lancets** – available for getting blood sample for further diagnostics
- **Alcohol swabs** – for disinfection before injection or blood sampling



LAB products for diagnostics

- **PERFUSION syringes for PUMPS** – intended for treatment of severe or critical patients to provide mid/long-term delivery of drug or solution. Compatible models with all available pumps.
- **INFUSION & TRANSFUSION sets** – for intravenous or blood management together with intravenous catheters and accessories.
- **Other COVID-19 products for hospital patient treatment**



Future Products

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Capillary Tubes

Laboratory

- Capillary Tubes are a comprehensive range of high-quality medical tubes in glass or plastic for handling and transporting fluids. The ability of capillarity is needed when it is necessary to get liquid to flow against gravity.
- Both glass and plastic capillary tubes are available in plain or coated, in various sizes, dimensions and volumes, for different purposes.
- **FDA** approved production program.

Micro haematocrit tubes



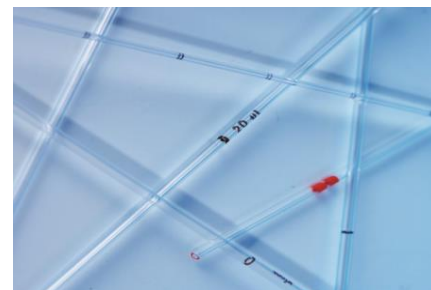
Blood gas capillary tubes



Wax plate



Precalibrated tubes



Capillary and melting point tubes



Pipettes

- Pipettes are the most common product for the transportation of liquids in quantities exceeding those possible in capillary tubes.
- Pipettes are available either with pre-set volume or adjustable volume.



Insulin syringes

- They have developed and market a wide range of complementary products and devices in order to provide its customers with everything that is needed for micro blood sampling. These products range from alcohol swabs to clean the incision place first, to safety containers to dispose of used material.





Texa Sustainability Program

The logo for INVESTBANK is displayed in a gold, serif font on a black rectangular background.

TEXA Medical Industries Limited seeks to sustainably provide high-quality, safe, and affordable, medical consumables to healthcare providers in the region. The company believes its business should positively impact all its stakeholders.

TEXA has prioritized ESG as a core part of its business model. The company will ensure that it not only makes a difference for its customers and shareholders but that it operates in a way that protects our planet and creates a better and more equitable society while upholding the highest standards of corporate governance.

Some of TEXA's ESG principles include:

- Environmental conservation.
- Inclusivity.
- Equal opportunity employment.
- Highest possible ethical standards.
- Sustainable business impact.
- Carbon footprint reduction.

ESG Initiatives

FOCUS AREA	INITIATIVES	EXPECTED OUTCOMES
Reduction of Carbon Footprint	<ul style="list-style-type: none"> • Include a carbon quota in our sales for tree planting. • Carbon footprint identification of emission sources and calculation. 	<ul style="list-style-type: none"> • Carbon reduction. • Carbon footprint report.
Proper Use Management	<ul style="list-style-type: none"> • Reduction of water usage and promotion of sustainable packaging solutions. • Implement energy-saving measures in production facilities. 	<ul style="list-style-type: none"> • Conservation of water & electricity. Eliminate waste and the supply chain's greenhouse gas emissions. • Reduction of deforestation.
Operations Waste Management	<ul style="list-style-type: none"> • Reduction of waste pollution. • Recycling of waste. 	<ul style="list-style-type: none"> • Clean environment.
Workforce Diversity, Equity, Inclusion and Belonging	<ul style="list-style-type: none"> • Staff gender balance with at least 40% women and women representation in top leadership. • People with Disabilities. (PWDs) 	<ul style="list-style-type: none"> • Workforce diversity, equity, inclusion, and belonging.
Community Outreach and Empowerment Programs	<ul style="list-style-type: none"> • Donation of desks to public schools within Kilifi County. • Donations of sanitary pads to public secondary schools in Kilifi County. • Financial training of women. 	<ul style="list-style-type: none"> • Improvement of education. • Improve women's health. • Improve financial literacy and overall well-being of the locals.
Board Diversity	<ul style="list-style-type: none"> • Board diversity in composition, age, and expertise. 	<ul style="list-style-type: none"> • At least 50:50 gender balance.
Ethics and Corruption	<ul style="list-style-type: none"> • Ensure 100% compliance with the Code of Ethics. 	<ul style="list-style-type: none"> • 100% compliance with the Code of Ethics by all employees and business partners.
Supply Chain Sustainability	<ul style="list-style-type: none"> • Partner with local suppliers and invest in their capacity-building to ensure sustainable and ethical practices. • Regular audits of suppliers to ensure compliance with environmental and social standards. 	<ul style="list-style-type: none"> • Assurance that materials and products are sourced ethically. • Increased transparency and sustainability within the supply chain.



Green Manufacturing

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Green manufacturing refers to the implementation of environmentally friendly practices and processes in the production of goods. These practices aim to reduce the environmental impact of manufacturing activities, leading to a more sustainable and eco-friendly operation.

Texa Medical Industries Limited has embraced the principles of green manufacturing by utilizing **100% solar energy** to power their factory. This commitment to renewable energy showcases their dedication to reducing carbon emissions and lowering their overall energy consumption.

Key Benefits:

- Reducing energy consumption and increasing efficiency.
- Adopting a greener mindset.
- Reducing carbon footprint.
- Improved public image.
- Initiatives to conserve natural resources and recycle and reuse materials.
- Going beyond industry guidelines to make a significant impact.



Potential Buyers

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- **Government of Kenya through KEMSA:** **The Kenya Medical Supplies Agency** is a specialized government medical logistics provider for ministries of medical services and public health facilities and programs in Kenya. The government of Kenya has a program called **Universal Health Coverage** and provides manufacturers incentives such as exemption of taxes among other incentives. KEMSA promotes local manufacturing and local consumption.
- **Crown Health Care Kenya:** A private entity and one-stop center specializing in equipping healthcare facilities. TexaMed will sign a supply agreement with Crown Health Care as soon as it starts production.
- **World Health Organization Kenya:** WHO Kenya has been guiding TexaMed since the beginning to ensure all its processes meet international and WHO standards. TexaMed works hand in hand with WHO's team at every step. WHO is also building **"The Centre of Excellence and the Emergency Hub"** to transform Africa's health emergency response. The center will give TexaMed a larger market for its products, and TexaMed has WHO's unconditional support.
- **Madagascar:** TexaMed met with government officials in Nigeria at the end of March to discuss supplying its products.
- **Nigeria:** TexaMed engaged in a discussion with the **State of Lagos** on February 14th, 2024.
- **Government of Comoros through the Ministry of Health:** The government is ready to sign a supply agreement.



Potential Buyers

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- **National Medical Stores Uganda:** The **Uganda National Medical Stores**, commonly referred to as National Medical Stores, is a government-owned organization in Uganda that is mandated to procure, store, and distribute human medication and health-related consumable items to government-owned health units in all districts of Uganda. Through the Ministry of Health and State House, TexaMed is assured to sign a supply agreement when it starts production.
- **Medical Stores Department Tanzania:** They are ready to sign a supply agreement to secure what they need the moment TexaMed starts production.
- **The Republic of Burundi through CAMEBU:** TexaMed has had meetings with CAMEBU and their donors. They are waiting for TexaMed to begin production.
- **Joint Medical Stores Uganda:** An NGO created in a joint venture between the **Uganda Catholic Medical Bureau (UCMB)** and the **Uganda Protestant Medical Bureau (UPMB)** to supply private hospitals and to support public health centers across the country. TexaMed has their commitment to sign a supply agreement the moment it starts production.



Executive Team

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Christa Mupfasoni

Chairperson & Chief Executive Officer

Christa Mupfasoni is the founder and CEO of Texa Medical Industries Limited. Miss Mupfasoni has an exemplary background as a business development consultant for multinational companies and international organizations in Africa. Mupfasoni has 8 years of experience in importing and distributing medical supplies across East Africa. Mupfasoni holds an International Executive MBA and excels in business strategy, market analysis, and project management. Mupfasoni is currently pursuing an Executive Master's Degree in Innovation & Entrepreneurship at HEC Paris.



Mathews Malayatoor

Chief Operation Officer

Mathews Thomas Malayatoor is a seasoned executive with 20 years of experience in launching businesses and overseeing projects across Uganda, DRC, Tanzania, and the UAE. Malayatoor has held roles such as COO & Director at 3A-Subsahara Ltd. and Manda Systems SARL, and as a management consultant at Freelance, focusing on advising mining ventures in Tanzania, Mali, Madagascar, and India. Malayatoor also serves on the board of Aurum Enterprises Ltd and Aurum Africa Ltd. His expertise includes project management, stakeholder relations, and optimizing business operations across diverse global markets.



Romain Touja

Production Manager

Romain Touja manages R&D and production at Société CEREBIO, specializing in food additives in Coutras. With expertise in developing and adjusting food supplement ranges, he oversees large-scale production and ensures compliance with ECOCERT certification. Touja has also led production at Société INNOCAPS and EXMceutical, focusing on efficient planning, personnel management, and safety standards. Touja holds Master's Degrees in Nutraceutique and Microbiology from Université Rennes and Université Toulouse, with additional experience in crisis management at DGCCRF in Paris.



Team



Okechukwu Eze Non-Executive Director

Okechukwu Eze is an innovative leader with expertise in ICT, product development, and risk control. He has held roles at Standard Trust Bank, Telnet, V-mobile, Starcoms, and as CIO at Information Connectivity Solution Limited. Currently, Eze is the Managing Director of Tenece cross-border and subsidiaries. Eze holds an Electrical Electronics Engineering degree from Enugu State University of Technology and has completed advanced programs at Lagos Business School, London Informa, and Harvard Business School.

Frédéric Treizenem International Financial Advisor

Frédéric Treizenem has a rich background in management consulting, advisory business management, organization, and management control. Since September 2008, Treizenem has been a key member of the Management and Reading Committees, implementing a new organizational structure. Treizenem has held roles at Unilever-Bestfoods, Johnson, L'Oréal, and APHP Paris. Treizenem holds a Bac C, a Master of History from Paris University, a Sciences Po diploma, and a CEDEP/INSEAD qualification. Treizenem is proficient in English and Spanish and has experience preparing candidates for hospital director positions.

Genevieve Gagne International Legal Advisor

Genevieve Gagné, with a law degree from Université Laval and a project management certification from the Academy of Law, Taxation, and Economy in Vienna, joined a Quebec law firm in 2014 after a decade of practice in Europe and Africa. Specializing in international affairs and commercial arbitration, she represents companies in cross-border activities and market development. Fluent in five languages, her notable work includes assisting a Bombay-Dubai joint venture, introducing a Chinese company in Algeria, and appointing a Canadian financial advisor in Austria. Gagné is also a member of Lawyers Without Borders.

Pierre Demers P. Eng. Construction Specialist

Pierre Demers is a seasoned civil engineer with over 45 years of experience in major construction projects worldwide, specializing in hydroelectric and thermal power plants, tunnels, transport lines, and bridge rehabilitation. As an entrepreneur and consultant for over 20 years with offices in Morocco and Algeria, Demers focuses on metal buildings and aircraft hangars. Holding an RBQ license since 1988, Demers represents BEHLEN in northern Africa and has held leadership roles in organizations like the Order of Engineers du Québec and SNC-Lavalin, demonstrating a strong track record in project management and industry leadership.

Team

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Alexandra R. Fernandes

P. Eng. Medical & Biological Expert

Alexandra R. Fernandes, a Chemical Engineering graduate with a PhD in Biotechnology, has extensive experience as an Assistant Professor specializing in Life Sciences and Biotechnology. Her research focuses on genetic diagnosis tools for cardiomyopathies, cancer diagnostics, and innovative cancer treatments using metal compounds. Fernandes co-founded companies like HeartGenetics SA and NANO4 Global Lda, translating research into clinical applications. Alexandra has a robust publication record, multiple master's degrees, and a Biomedical Engineering degree, contributing to international projects in oncology, biotechnology, and molecular biology. Fernandes' work spans diverse fields including cancer therapy, drug delivery systems, and genetic studies on yeast and marine biotoxins.

Alexandre Paiva

Medical & Biological Expert

Alexandre Paiva, with a background from Technische Universität Hamburg-Harburg, is a Chemical Engineering graduate with a PhD specializing in thermodynamics and biocatalysis. He has diverse experience as a part-time professor and researcher in Portugal and Germany, focusing on supercritical technology, biocatalysis, and chemical engineering. Paiva's current research interests include extracting compounds using supercritical technology, biodiesel production from waste oils and algae, and valorizing coffee residues in collaboration with DELTA CAFÉS. Paiva is proficient in multiple languages, skilled in modeling software, and has supervised numerous research projects while publishing extensively in international journals and presenting at conferences on supercritical fluids and bioprocesses.

Christophe Janicot

P. Eng. Medical Process Expert

Christophe Janicot is a seasoned professional with a diverse background spanning pharmaceuticals, cosmetics, and dietary supplements. Janicot has managed laboratories specializing in sterile dietary supplements, directed production at cosmetic subcontracting labs, and led production engineering at pharmaceutical giants like MSD Chibret. Janicot's expertise includes managing large teams, implementing quality and maintenance plans, overseeing investments, and driving productivity and quality improvements across multiple production units. Janicot's career also includes roles in packaging supervision, maintenance management, and contributions to software development and ERP system redesign projects.



Team

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Maria Adilia Januário Charmier

P. Eng. Medical & Biological Expert

Maria Adilia Januário Charmier is a respected professor at Lusofona University, specializing in Organic Chemistry with a PhD in the field. Her research focuses on medicinal plants, metal-coordinated compounds, and the biological properties of natural products utilizing green microwave technologies and bioprocesses. Charmier leads projects on cannabinoids, terpenes, and bio-waste valorization, contributing to STEM education and circular economy initiatives. Charmier supervises research projects, reviews academic dissertations globally, and organizes seminars on energy transition and engineering trends, fostering collaborations in academia and cultural events worldwide.

Pierre Renard

P. Eng. Industrial Process Expert

Pierre Renard is a seasoned industrial process expert with a global perspective, having managed operations and projects across Asia, Europe, North America, and the Middle East. Renard's career highlights include launching multiple products, developing process technologies, and managing high-growth businesses in semiconductor and sustainable energy sectors. Pierre excels in business strategy, ERP implementations, and capacity expansion projects, achieving significant cost reductions and operational efficiencies. Known for his leadership in product management and technology licensing, Renard has successfully transformed organizations and built strong collaborative partnerships globally.

Jules Camirand

P. Eng. Industrial Process Expert

Jules Camirand is a seasoned bilingual construction manager and superintendent with over 30 years of experience in mechanical engineering and project management. Known for his problem-solving skills, teamwork, and leadership, Camirand manages large-scale projects ranging from \$60M to \$5B. Camirand's expertise includes project planning, team coordination, equipment installation and maintenance, and proficiency in software like Microsoft Office and SAP. Camirand has a strong track record in delivering projects on time and within budget, ensuring compliance with health and safety standards, and achieving significant cost savings through process optimization. Camirand's robust educational background in mechanical engineering underscores his capability in construction management and productivity enhancement.



Phase 1 Cost & Capital

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TEXAMED INDUSTRIES LTD.

Texa Medical Industries Ltd. - Phase 1 Costs

Soft Costs

Item Details	USD
Soft Costs Expensed	618,000

Capital Expenditures

Item Details	USD
Cost of Land	1,500,000
Buildings	2,750,000
Machinery and Equipment	16,850,000
Motor Vehicles	820,000
Solar Panels & Battery Storage	3,168,000
Computer Equipments	100,800
Furniture and Fittings	50,000
Computer Software	500,000
Total CapEx	25,738,800

Operating Expenditures

Item Details	USD
During Development: Months 0-12	8,947,279
Commercial Operations: Months 13-18	7,506,781
18 Month OpEx Reserve	16,454,060

Total Investment Amout
42,810,860

CAPITAL STRUCTURE

Sponsor Equity	\$6,418,000
Senior Financing Facility	\$27,607,682
Sponsor Equity %	18.86%
Subordinated Vendor Financing	\$8,785,178

Soft Cost Breakdown

Amount

Advisory and Consultant Fees	\$340,000
Business Travel (Flights)	\$98,000
Business Travel (Accommodations)	\$70,000
Office Rent	\$25,000
Automobile	\$85,000
Total	\$618,000



Projected Income Statement

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Projected Income Statement		Y2	Y3	Y4	Y5	Y6
Revenues						
Sales (Quantities)						
Syringes (Set)		47,687,270	59,268,465	85,155,840	85,155,840	85,155,840
Gloves (Box)		1,128,960	1,403,136	2,016,000	2,016,000	2,016,000
Condoms (Box)		960,000	960,000	960,000	960,000	960,000
Cost Per Item (USD)						
Syringe (Set)		\$ 0.345	\$ 0.397	\$ 0.456	\$ 0.456	\$ 0.456
Gloves (Box)		\$ 5.517	\$ 6.345	\$ 6.726	\$ 6.726	\$ 6.726
Condoms (Box)		\$ 3.310	\$ 3.807	\$ 4.188	\$ 4.188	\$ 4.188
Projected Revenue - USD						
Syringes (Set)		\$ 16,443,886	\$ 23,503,012	\$ 38,833,999	\$ 38,833,999	\$ 38,833,999
Gloves (Box)		\$ 6,228,745	\$ 8,902,656	\$ 13,558,643	\$ 13,558,643	\$ 13,558,643
Condoms		\$ 3,177,931	\$ 3,654,621	\$ 4,020,083	\$ 4,020,083	\$ 4,020,083
Total Revenue		\$ 25,850,562	\$ 36,060,289	\$ 56,412,725	\$ 56,412,725	\$ 56,412,725
Expenses						
Salaries and Insurance Cost		\$ 5,661,190	\$ 5,831,026	\$ 6,005,957	\$ 6,186,136	\$ 6,371,720
Software and License Cost		\$ 1,100,000	\$ 1,130,000	\$ 1,166,500	\$ 1,208,825	\$ 1,256,466
Production Cost		\$ 8,785,179	\$ 9,803,080	\$ 11,101,636	\$ 11,164,848	\$ 11,230,588
Other Expenses						
Marketing Costs		\$ 70,000	\$ 30,000	\$ -	\$ -	\$ -
Professional Fees Including Training Fees		\$ 200,000	\$ 80,000	\$ 64,000	\$ 32,000	\$ 19,200
KES/USD Forex Expenses		\$ 43,491	\$ 89,131	\$ 136,595	\$ 185,959	\$ 237,297
Insurance Cost (Medical, Property, and Casualty)		\$ 192,000	\$ 210,600	\$ 211,680	\$ 222,264	\$ 233,377
Utilities		\$ 6,000	\$ 6,300	\$ 6,615	\$ 6,946	\$ 7,293
Maintenance & Repairs		\$ 100,000	\$ 100,000	\$ 300,000	\$ 300,000	\$ 300,000
Miscellaneous Expenses		\$ 191,192	\$ 195,438	\$ 199,811	\$ 204,316	\$ 208,955
Other Expenses (Total)		\$ 802,683	\$ 711,469	\$ 918,701	\$ 951,485	\$ 1,006,122
Total Expenses		\$ 16,349,052	\$ 17,475,575	\$ 19,192,795	\$ 19,511,293	\$ 19,864,895
Total Expense % of Revenue		63.24%	48.46%	34.02%	34.59%	35.21%
EBIDA (10-Year Tax Exemption)		\$ 9,501,510	\$ 18,584,713	\$ 37,219,930	\$ 36,901,432	\$ 36,547,830
Total Expense % of Revenue		36.76%	51.54%	65.98%	65.41%	64.79%
Depreciation cost (Buildings, Equipment and Motor Vehicles)		\$ (4,572,760)	\$ (4,572,760)	\$ (4,572,760)	\$ (4,572,760)	\$ (4,572,760)
EBIA		\$ 4,928,750	\$ 14,011,953	\$ 32,647,170	\$ 32,328,672	\$ 31,975,070
Total Expense % of Revenue		19.07%	38.86%	57.87%	57.31%	56.68%
Debt Service - Senior Financing Facility		\$ (7,038,980)	\$ (7,038,980)	\$ (7,038,980)	\$ (7,038,980)	\$ (7,038,980)
Debt Service - Subordinated Financing Facility		\$ (2,928,393)	\$ (2,928,393)	\$ (2,928,393)	\$ -	\$ -
Net Income		\$ (5,038,622)	\$ 4,044,581	\$ 22,679,798	\$ 25,289,693	\$ 24,936,090
Total Expense % of Revenue		-19.49%	11.22%	40.20%	44.83%	44.20%



Projected Cash Flow Statement

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Projected Cash Flow Statement		Y2	Y3	Y4	Y5	Y6
Cash at the Beginning of the Year			\$ 7,040,919	\$ 15,658,260	\$ 42,910,816	\$ 72,773,269
Cash From Financing Activites		\$ 7,506,781				
Revenues						
Sales (Quantities)						
	Syringes (Set)	47,687,270	59,268,465	85,155,840	85,155,840	85,155,840
	Gloves (Box)	1,128,960	1,403,136	2,016,000	2,016,000	2,016,000
	Condoms (Box)	960,000	960,000	960,000	960,000	960,000
Cost Per Item (USD)						
	Syringe (Set)	\$ 0.345	\$ 0.397	\$ 0.456	\$ 0.456	\$ 0.456
	Gloves (Box)	\$ 5.517	\$ 6.345	\$ 6.726	\$ 6.726	\$ 6.726
	Condoms (Box)	\$ 3.310	\$ 3.807	\$ 4.188	\$ 4.188	\$ 4.188
Projected Revenue - USD						
	Syringes (Set)	\$ 16,443,886	\$ 23,503,012	\$ 38,833,999	\$ 38,833,999	\$ 38,833,999
	Gloves (Box)	\$ 6,228,745	\$ 8,902,656	\$ 13,558,643	\$ 13,558,643	\$ 13,558,643
	Condoms	\$ 3,177,931	\$ 3,654,621	\$ 4,020,083	\$ 4,020,083	\$ 4,020,083
	Total Revenue	\$ 25,850,562	\$ 36,060,289	\$ 56,412,725	\$ 56,412,725	\$ 56,412,725
Expenses						
	Salaries and Insurance Cost	\$ 5,661,190	\$ 5,831,026	\$ 6,005,957	\$ 6,186,136	\$ 6,371,720
	Software and License Cost	\$ 1,100,000	\$ 1,130,000	\$ 1,166,500	\$ 1,208,825	\$ 1,256,466
	Production Cost	\$ 8,785,179	\$ 9,803,080	\$ 11,101,636	\$ 11,164,848	\$ 11,230,588
Other Expenses						
	Marketing Costs	\$ 70,000	\$ 30,000	\$ -	\$ -	\$ -
	Professional Fees Including Training Fees	\$ 200,000	\$ 80,000	\$ 64,000	\$ 32,000	\$ 19,200
	KES/USD Forex Expenses	\$ 43,491	\$ 89,131	\$ 136,595	\$ 185,959	\$ 237,297
	Insurance Cost (Medical, Property, and Casualty)	\$ 192,000	\$ 210,600	\$ 211,680	\$ 222,264	\$ 233,377
	Utilities	\$ 6,000	\$ 6,300	\$ 6,615	\$ 6,946	\$ 7,293
	Maintenance & Repairs	\$ 100,000	\$ 100,000	\$ 300,000	\$ 300,000	\$ 300,000
	Miscellaneous Expenses	\$ 191,192	\$ 195,438	\$ 199,812	\$ 204,316	\$ 208,955
	Other Expenses (Total)	\$ 802,683	\$ 711,469	\$ 918,702	\$ 951,485	\$ 1,006,123
	Total Expenses	\$ 16,349,052	\$ 17,475,575	\$ 19,192,796	\$ 19,511,293	\$ 19,864,896
Net Cash from Operations		\$ 9,501,510	\$ 18,584,713	\$ 37,219,929	\$ 36,901,432	\$ 36,547,829
Debt Service - Senior Financing Facility		\$ (7,038,980)	\$ (7,038,980)	\$ (7,038,980)	\$ (7,038,980)	\$ (7,038,980)
Debt Service - Subordinated Financing Facility		\$ (2,928,393)	\$ (2,928,393)	\$ (2,928,393)	\$ -	\$ -
Shareholder Distributions						
Net Cash at the End of the Year		\$ 7,040,919	\$ 15,658,260	\$ 42,910,816	\$ 72,773,269	\$ 102,282,118

Contact

INVESTBANK

Don Christensen
InvestBank Corp.
Executive Chairman
Bus: +1 800.445.1550 x 101
Mobile/WhatsApp:
+1 858.752.1218
Email: don@investbankcorp.com

Rohit Baldawa
InvestBank Corp.
Analyst
Bus: +1 800.445.1550 x 117
Mobile/WhatsApp:
+1 585.755.4181
Email: rohit@investbankcorp.com

www.investbankcorp.com

