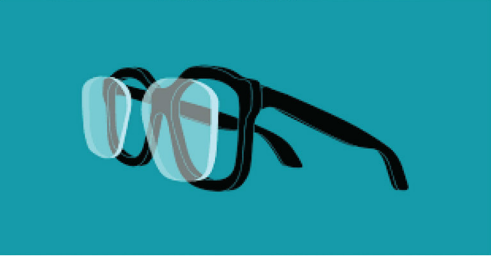




COMPANY PROFILE



KANO HEALTHCARE SOLUTIONS LTD
(FORMER KANO DENTAL LTD)



BUSINESS DETAILS

Head Office, Kitwe **KANO Healthcare Solutions Ltd**

Musolo Trading Center
Plot No. 65, Shop 1&7 Kwacha Road, Buchi
P.O. Box 21954, Kitwe
Mobile: +260 760 049516
+260 966 781364
Mobile: 0955 222353, 0966 781364
Email: info@kanohs.com

Lusaka Branch **KANO Healthcare Solutions Ltd**

Plot No. 33, Joseph Mwilwa Road,
Rhodes Park, 1st Floor, Office Suite 6
Lusaka
Mobile: +260 760 049516
Tel: 0211 230174, Fax: 0211 230174
Email: info@kanohs.com



website : www.kanohs.com

REGISTRATION DETAILS

Date of Commencement of Business	: November 1, 2001
Incorporation Certificate no.	: 50983
TPIN	: 1001602431
LEGAL ADVISOR	: Douglas and Partners
AUDITORS	: AMN Chartered Accountants

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INTRODUCTION

KANO Healthcare Solutions Ltd (formerly KANO Dental Ltd) was established on November 1, 2001 in Kitwe. The principal business of the company is the supply of dental and medical products. We have two branches in Zambia: Kitwe and Lusaka.

Over the past 21 years, we have positioned ourselves as a major local supplier of dental products in Zambia. We also supply imaging and ophthalmology products and offer service and repair of medical equipment. In October 2009, the company was funded by the Citizen Economic Empowerment commission which enabled the company to expand its operations.

VISION

Make it Easy and Cheaper for our customers to acquire branded high-quality dental and medical products

MISSION STATEMENT

To be a trusted healthcare solutions supply company that reduces the cost of acquisitions of dental and medical products through smart partnerships, innovation and leveraging digital technology.

VALUES

1. Integrity
2. Customer focused Service
3. Collaboration
4. Timely and reliable service delivery
5. Resilience and perseverance
6. Entrepreneurial

PRODUCTS AND SERVICES

I. DENTAL, IMAGING AND OPHTHALMOLOGY

The company imports branded and generic Dental, Imaging and Ophthalmology products from renowned manufacturers/distributors from Europe, USA, Asia, South America and South Africa for wholesale and retail trade in Zambia and neighbouring countries (DRC, Malawi and Zimbabwe).

In Zambia, we are supplying to almost all government and renowned private institutions.

II. SERVICE AND REPAIRS

This is a value addition department for our customers. Therefore, we only charge a minimum fee. KANO has competent and experienced Biomedical engineers who continuously undergo training by manufacturers of dental and medical equipment.

They Install, Repair and Service Dental and Medical equipment. Our focus is on dental, ophthalmology and imaging equipment. However, we also offer after-sale-service for other medical equipment supplied and installed by KANO.

EXCLUSIVE AGENCY

1. Dentsply Sirona, Germany
2. Foshan Yoboshi Medical Equipment Co., Ltd, China
3. Medesy Dental and Surgical Instruments, Italy
4. Rossmax, Switzerland
5. Harvard Dental, Germany
6. Batuhan, Turkey
7. Trate AG, Switzerland
8. Ultradent, USA
9. Alliage, Brazil
10. MDK, Korea

NON EXCLUSIVE AGENCY

1. Henry Schein

DISTRIBUTOR AGREEMENT THROUGH BEEVEEJAY LIMITED, UNITED KINGDOM

- | | |
|---------------------------------|-----------------------|
| 1. Sony Medical Products, Japan | 6. Carestream, France |
| 2. Topcon, Japan | 7. W&H, Austria |
| 3. Keeler, UK | 8. Septodont, France |
| 4. OMNI, India | 9. Zeyco, Mexico |
| 5. Iridex, USA | 10. Stephanix, France |
| | 11. Belmont, Japan |

MAJOR CLIENT

WE HAVE OVER TWO HUNDRED INSTITUTIONAL CLIENTS COMPRISING THE FOLLOWING CATEGORIES:

- Ministry of Health
- Ministry of Defense
- Mining Companies
- Government Hospitals
- Private Hospitals
- Wholesalers (Pharmacies and other suppliers)

SHARE HOLDERS (2)

FULL NAMES

Mr. KALINGA Ayubu Nolias
Mrs. KALINGA MWAPE Naomi

NATIONALITY

Zambian
Zambian

BOARD OF DIRECTORS



Mr. Emmanuel Moldon MBAMBIKO
Board Chairman
Zambian

Mr. Emmanuel Moldon Mbambiko has extensive experience in the following sectors of the economy:

Manufacturing, Mining, Property Management, Construction, Water and Diamond Drilling (explorations), Trading, Import and Export, Accounting & Taxation, Auditing, Insurance Broking business etc.

He has worked for various companies in the following positions: Auditor, Management Accountant, Group Chief Accountant, Finance & Admin Manager, Finance Director, Chief Financing Officer Managing Director etc.

ACADEMIC AND PROFESSIONAL QUALIFICATIONS

- Graduated from The University of Zambia with a Bachelor's Degree in Accountancy.
- Certified Trainer in Corporate governance.
- Trained Negotiator & Total quality Management.
- Member of Chartered Association of Arbitrators (MCI Arb)
- Member of Chartered Global Management Accountants (CGMA)
- Fellow of Chartered Management Accountant in the United Kingdom (FCMA).
- Fellow of Zambia Institute of Accountants (FZICA).
- Fellow of Institute of Directors (FIOD)



Mr. KALINGA Ayubu Nolias
Managing Director (Secretary)
Zambian

Mr. KALINGA Ayubu Nolias is the founding Member of KANO Healthcare Solutions Ltd (Former KANO Dental Limited) in 2001. He is an entrepreneur with over 28 years' experience as a Dental Practitioner and in the supply of dental and medical products.

He has previously worked for Kitwe Teaching Hospital as a Senior Dental Therapist (1994-2000); Delta Dental Clinics in Botswana as a Senior Dental Therapist (2000-2001).

QUALIFICATIONS & EXPERIENCE

- He holds a Diploma in Dental sciences (Dental School, Lusaka)
- Certificate in clinical dentistry (Kyushu University, Japan)
- Advanced diploma in business English (Business Training College, UK)



Mr. CHOONGA Nchoba
Executive Director
Zambian

Mr. Nchoba Choonga is Postgraduate professional with a career in banking spanning over 25 years, 15 years of which have been at senior management level. He has extensive experience in Payments Systems, Treasury and Banking Operations, Accounting and Financial planning.

A seasoned banker/Finance Specialist with demonstrated ability to streamline business operations, organisational change and transformation, that increase efficiency, drive growth, and bottom-line profit. management.

QUALIFICATIONS & EXPERIENCE

Besides being a Fellow of both the Association of Chartered Certified Accountants (ACCA UK) and the Zambia Institute of Certified Accountants (ZICA) since 2001, Mr Choonga holds an MBA in Finance from Heriot-watt University and is also a trained Corporate Treasurer from the Association of Corporate Treasurers (AMCT) His immediate past work experience has been at Zanaco Bank Plc where he held various positions. Key among the positions held are Head of Payments Factory, Head of Treasury Operations and Senior Manager Accounting and MIS.



Mrs. Mwape Naomi-KALINGA
Executive Director
Zambian

Mrs. Naomi Mwape-Kalinga is a founding member of KANO Healthcare Solutions Ltd in 2001. She has 26 years' experience as a dental practitioner.

QUALIFICATIONS & EXPERIENCE

- She holds a Diploma in Dental sciences (Dental School, Lusaka),
- Certificate in clinical dentistry (Kyushu University, Japan)



Mr. KASONDE Sylvester
Non-Executive Director
Zambian

Mr. Sylvester Kasonde has over 20 years' experience at senior management level. He is a Human Resource Consultant.

QUALIFICATIONS & EXPERIENCE

- Master of Business Administration (MBA), University of Lusaka, Zambia.
- Bachelor of Arts Degree in Demography & Economics, University of Zambia

He has worked for the following companies: Zambia Consolidated Copper Mine Limited as Sectional Personnel Officer; Standard Chartered Bank Zambia Plc as Manager, Resourcing and Development; Zambian Breweries and Northern Breweries Plc as Human Resources Manager; Telecel Zambia Limited now MTN Zambia as Human Resources Manager; Chambishi Metals Plc as Human Resources Manager; United Bank for Africa Zambia Limited (UBAZ) as Head, Retail Banking and Dangote Cement as General Manager -Human Resource and Administration.

MANAGEMENT STAFF

Mr. Boyd Lunshyano has been with KANO Healthcare Solutions LTD since January 2012. He has 10 years' experience in the pharmaceutical industry -Hospital, retail and wholesale.

QUALIFICATIONS & EXPERIENCE

- Holder fo a Bachelors' Degree in Pharmacy
- Diploma in Pharmacy



Mr. Boyd Lunshyano
Opreations Manager

Dr Peter Kalinga joined KANO Healthcare Solutions Ltd in January 2022.

QUALIFICATIONS & EXPERIENCE

-Holder of Doctor of Dental Surgery from MAHSA University, Malaysia.



Dr Peter Kalinga
Product Specialist

Ms Cynthia Kabwe joined KANO Healthcare Solutions Ltd on 3 October 2022

QUALIFICATIONS & EXPERIENCE

Bachelor’s degree in literature and language from the University of Zambia
 - Radio Host at Money FM in Lusaka -2020 to 2022
 - Cashier at Choppies supermarket -2016 to 2018



Ms Cynthia Kabwe
Administrative Assistant

Mr. Mathews Chishala has been with KANO Healthcare Solutions Ltd, From February 2021. He has eight years’ experience in the accounting industry

QUALIFICATIONS & EXPERIENCE

- Zica Technician certificate
- Chartered Accountants Zambia, Level 2

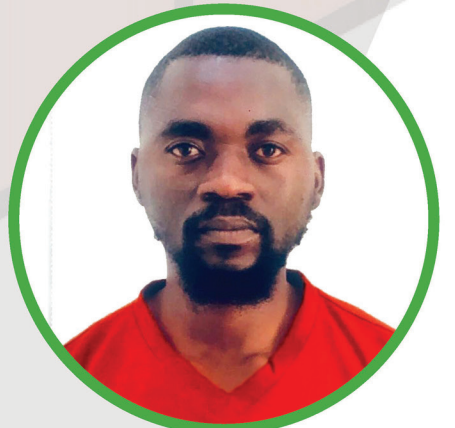


Mr. Mathews Chishala
Accountant

Mr. Brian Chansa joined KANO Healthcare Solutions Ltd on 7 May 2021

QUALIFICATIONS & EXPERIENCE

Holds a Diploma in Biomedical Engineering from Evelyn Hone College
 - Levy Mwanawasa University Teaching Hospital as Trainee Biomedical Engineering technologist,
 - Matero Level One Hospital on attachments as student Biomedical Engineering technologist,
 - NFCA Mining Plc - JCHX Construction Ltd as heavy-duty helper mechanic for both Open pit and Underground operations for 4years
 - Wheels Construction Ltd as CPVC pipe machine operator for 1 year



Mr. Brian Chansa
Head of Biomedical Department

OTHER STAFF

NUMBER OF EMPLOYEE	POSITIONS
2	Marketing and Sales Representative
2	Marketing and Sales Assistants
4	Service and Sales Technicians

PART-TIME STAFF

NUMBER OF EMPLOYEE	POSITIONS
1	Clinical/Biomedical Engineer

MAJOR PROJECTS

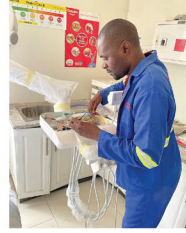
PRESENT AND PAST MAJOR CONTRACTS



**ULTRA DENTAL CENTER-KITWE
INSTALLATION OF YOBOSHI
DENTAL SYTEM-SEPT.2018**



**KITWE TEACHING HOSPITAL
INSTALLATION OF YOBOSHI
DENTAL - JUNE 2022**



**DENTAL TRAINING SCHOOL -
INSTALLATION OF 2
BLEMONT DENTAL SYSTEM -
DEC.2022**



**NEW MAINA SOKO MEDICAL
CENTRE - LUSAKA. INSTALLATION
AND USER TRAINING OF:**
1. CARESTREAM CBCT/3D X RAY
MACHINE
2. FOUR DENTAL SYSTEMS
3. DENTAL LABORATORY
EQUIPMENT
4. CSSD: LARGE AUTOCLAVES,
WASHERS-AUGUST 2020



**ST. DOMINIC MISSION
HOSPITAL NDOLA,
DRGEM DIGITAL X-RAY
MACHINE INSTALLATION -
APRIL, 2023**



**UTH - TOPCON
OCTMAESTRO 2
INSTALLATION AND
TRAINING IN LUSAKA-
SEPT.2022**



**OCCUPATIONAL HEALTH &
SAFETY INSTITUTE-
KITWE. INSTALLATION OF
STEPHANIX MOBILE X-RAY
MACHINE. OCT.2018**

REGISTRATION REQUIREMENTS

The company has registration Certificate/Permits from the following licensing authorities:

No	TYPE OF CERTIFICATE	LICENSING AUTHORITY
1	Pharmaceutical License	Zambia Medicines Regulatory Authority (ZAMRA)
2	Business Permit and Fire certificate	Local Authorities
3	Tax Clearance	Zambia Revenue Authority
4	Preferential Procurement	Citizen Economic Empowerment Commission
5	Compliance Certificate	NAPSA
6	Compliance Certificate	Workers' Compensation
7	Registration as a supplier	Zambia Public Procurement Authority