

Press release | 21<sup>st</sup> December 2017

## B. Braun establishes a subsidiary in Zambia

**Johannesburg/Lusaka.** B. Braun Melsungen AG (B. Braun) has set up a subsidiary in Zambia in November 2017. So far, the export business to this country in Southern Africa had been successfully handled by the company's headquarters in Melsungen and the regional office in Johannesburg. With its subsidiary B. Braun Medical Zambia Limited, the company is formally establishing a solid foundation for its business in Zambia, and is better able to meet customer requirements. The new entity is based in the capital Lusaka.

"Zambia, with its fast-growing population, political, and economic stability, and long-term growth prospects in the healthcare sector, is a very interesting market for us," explains B. Braun Managing Director Jens Papperitz, who is responsible for Southern Africa. B. Braun estimates the company-relevant market size in Zambia at about USD 50 million per year.

B. Braun's latest subsidiary comes at an opportune time as the Zambian government is seeking to improve access and the conditions of the country's public health facilities and is working towards a national public health insurance. To that end, many new health stations and district hospitals are being built, while existing ones are being modernised, along with a number of major tertiary institutions, such as the University Teaching Hospital Lusaka, Ndola Central, Livingstone General, Kitwe Central and Arthur Davison Children's Hospital.

"Setting up our own subsidiary enables us to offer our customers and partners in Zambia a much broader portfolio of products, to strengthen our logistics, and to expand urgently needed services, for example in the dialysis market," continued Mr. Papperitz.

The Managing Director of the subsidiary is the 29 year-old Zambian, Nimrod Njamba. In 2013, Mr. Njamba participated in a 6-month STEP programme of the Sub-Saharan Africa Initiative of German Business (SAFRI) in Germany and spent that time in the export department at the company's headquarters in Melsungen. Since returning to Zambia, Mr Njamba and his South African colleagues have gradually developed and expanded the Zambia business. Commenting on the new legal entity, he has stated, "I am very positive that we shall make significant progress from the onset. Thanks once again for believing in Zambia. We will work hard and make a difference."

B. Braun is a member of the Southern African-German Chamber of Commerce and Industry, which also has a branch office established in Lusaka, Zambia. The Chamber's representative in Zambia, Johannes Kurt, commented, "B. Braun's strategy for accessing this market is remarkable, as one of its founding stones is the trust in building local expertise and working closely with Zambian partners. B. Braun is one out of five German

Southern African-German Chamber of Commerce and Industry NPC - Reg. No.: 1963/002981/08

P.O. Box 87078, Houghton 2041 / 47 Oxford Road, Forest Town 2193, Johannesburg  
Telephone: +27 (0)11 486-2775 / Telefax: +27 (0)86 685 37 29  
E-mail: [info@germanchamber.co.za](mailto:info@germanchamber.co.za) / Website: [www.germanchamber.co.za](http://www.germanchamber.co.za)

Directors: Ms S Dall'Omo, Mr T Abbott, Mr P Falke\*, Mr S Phalatshe, Mr P Serima, Dr D Kovar\*\*  
Mr J Papperitz\*, Mr M Boddenberg\* (\*German) (\*\*Austrian)

Supported by: Federal Ministry for Economic Affairs and Energy on the basis of a decision by the German Bundestag



Deutsche Industrie- und Handelskammer für das südliche Afrika  
Southern African-German Chamber of Commerce and Industry

**B | BRAUN**  
SHARING EXPERTISE

companies that have opened up shop in Zambia in 2017. The investment is therefore underlining the attractiveness of the Zambian market and we are expecting a number of German investments to follow in 2018.”

Information regarding B. Braun online at [www.bbraun.de](http://www.bbraun.de)

### **Southern African-German Chamber of Commerce and Industry**

The Southern African-German Chamber of Commerce and Industry has been operating in Southern Africa for over 65 years. Bringing together potential business partners is one of our key service offerings. We foster business links between Germany and Southern African companies through comprehensive and target group oriented researches, workshops, seminars and business delegations that bring you in contact with competent business partners in your industry. Contact the Chamber to get connected with German and southern African businesses at [info@germanchamber.co.za](mailto:info@germanchamber.co.za); or call +27 11 486 2775.

Southern African-German Chamber of Commerce and Industry NPC - Reg. No.: 1963/002981/08

P.O. Box 87078, Houghton 2041 / 47 Oxford Road, Forest Town 2193, Johannesburg

Telephone: +27 (0)11 486-2775 / Telefax: +27 (0)86 685 37 29

E-mail: [info@germanchamber.co.za](mailto:info@germanchamber.co.za) / Website: [www.germanchamber.co.za](http://www.germanchamber.co.za)

Directors: Ms S Dall'Omo, Mr T Abbott, Mr P Falke\*, Mr S Phalatse, Mr P Serima, Dr D Kovar\*\*  
Mr J Papperitz\*, Mr M Boddenberg\* (\*German) (\*\*Austrian)

Supported by: Federal Ministry for Economic Affairs and Energy on the basis of a decision by the German Bundestag