

BARCLAYS BANK UGANDA LTD



Cipla Quality Chemicals Industries Limited manufacturing plant in Luzira, Kampala

Barclays aided CIPLAQCIL start manufacture of drugs

By Geoffrey Mutegeki

Malaria and HIV/AIDS are the leading causes of mortality and morbidity in Uganda at a rate 478 cases per 1,000 people and 230 registered new infections per day respectively.

This is what inspired the proprietors of Quality Chemicals Industries Limited (CIPLAQCIL) to venture into manufacturing medicines that would positively change the situation.

"No human being should die of diseases that can be managed. That is why we decided to intervene and come up with an African solution, for an African problem," says Emmanuel Katongole, the executive chairman of CIPLAQCIL.

CIPLAQCIL was founded in 2005 following a request from the Government to CIPLA India to transfer medicine manufacturing technology to Uganda. CIPLA, a seasoned manufacturer of drugs, partnered with Quality Chemicals Limited, a pharmaceutical trading



Emmanuel Katongole



Nevin Bradford

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company, to form the largest manufacturer of affordable Antiretroviral (ARVs) and anti-malarial drugs in East Africa at the time.

The initial capital required to kick-start the project was \$80m. Quality Chemicals Industries Limited at that time sought out a financial partner that would believe in their goal and support them with the much-needed financing.

"It was Barclays Bank that came up to stand with us; they provided the first instalment of \$7.6m that was used to construct the manufacturing plant. They were the only bank willing to finance what seemed to be a risky investment," says Nevin Bradford, the chief executive officer CIPLAQCIL.

He explains: "Barclays Bank is

HIV/AIDS death rates. We are fulfilling our mission of sustainably availing affordable and efficacious medicines in order to improve the quantity and quality of life for Ugandans and Africa, thanks to Barclays Bank."

Katongole commends Barclays Bank for believing in and supporting their dream of delivering quality drugs to Ugandans.

"It is the only bank that shared our dream; the only bank we have dealt with since 1997 and never looked back. They have the best rates and financial services for any company or individual. We have walked the journey with Barclays Bank and will continue with them. They are the best bank," Katongole says.

He praised Barclays Bank for supporting CIPLAQCIL and the Ugandan economy for the last 90 years of the bank's existence that has fostered economic development.

"We celebrate with Barclays Bank 90 years of growing the economy. It has been a fruitful journey that has touched many lives and I believe the coming 90 years will be even greater," Katongole says.

our partner; they have walked the journey of our growth with us. The financial relationship has enabled us increase our production capacity to 100 million tablets per month. Our number of employees has also since grown from 50 to 300 people. Over the years, we have seen a reduction in the prevalence of malaria and