



Renal Care Solutions

Your holistic end-to-end renal care partner...

- World-Class Products.
- Local Support.
- Regional Reach.

17	7+	3	4	67+
Countries of Operation	Years PPP Management	Active & Pipeline PPPs	African Sub-regions	Fresenius Units Tracked

Renal Care Solutions (Pty) Ltd

is a premier medical device and consumable supply company focused on renal healthcare.

With a strong commitment to improving patient outcomes, we specialise in providing innovative solutions for the management and treatment of kidney diseases.

Dynamic decision making and absolute agility drives our business in a turbulent business area and unpredictable African Landscape.

As an established channel partner for Sub-Saharan Africa, we leverage our extensive network and expertise to deliver high-quality products and services to healthcare providers across the region.

From humble beginnings we have grown into one of the largest wholesale suppliers of dialysis products in Africa.

The top manufacturers and Dialysis Service Providers choose to partner with us based on our ability to both penetrate the market and deliver on our commitments.

We do what we say... **always!**

We never lose sight of the fact that the patient is our main priority and as such, we never compromise on product quality — ensuring patient safety above all else.

"Dialysis Done Differently"

Authorised Partnerships

- ▶ **Fresenius Medical Care** — primary device & consumable manufacturer
- ▶ **NephroCan** — exclusive Southern Africa distribution
- ▶ **Nephroxa** — exclusive SADC region distribution
- ▶ **Dialysis X (Pty) Ltd** — FMC authorised export distributor
- ▶ **Sizakele Foundation NPC** — Section 18A social mandate

Innovation Pipeline

- ▶ **Physidia S3 HHD** — home haemodialysis, Discovery Health
- ▶ 50-patient pilot financial model developed
- ▶ ISPD/SANS Congress Cape Town, Sept–Oct 2026
- ▶ **Infomed DIMI HHD** — partnership inquiry in progress

Quality & Compliance

- ▶ ISO 9001:2015 & ISO 13485:2016 aligned processes
- ▶ **SAHPRA**-compliant product registration
- ▶ CE Mark / ISO 13485-aligned supply chain
- ▶ 24/7 technical support & commissioning

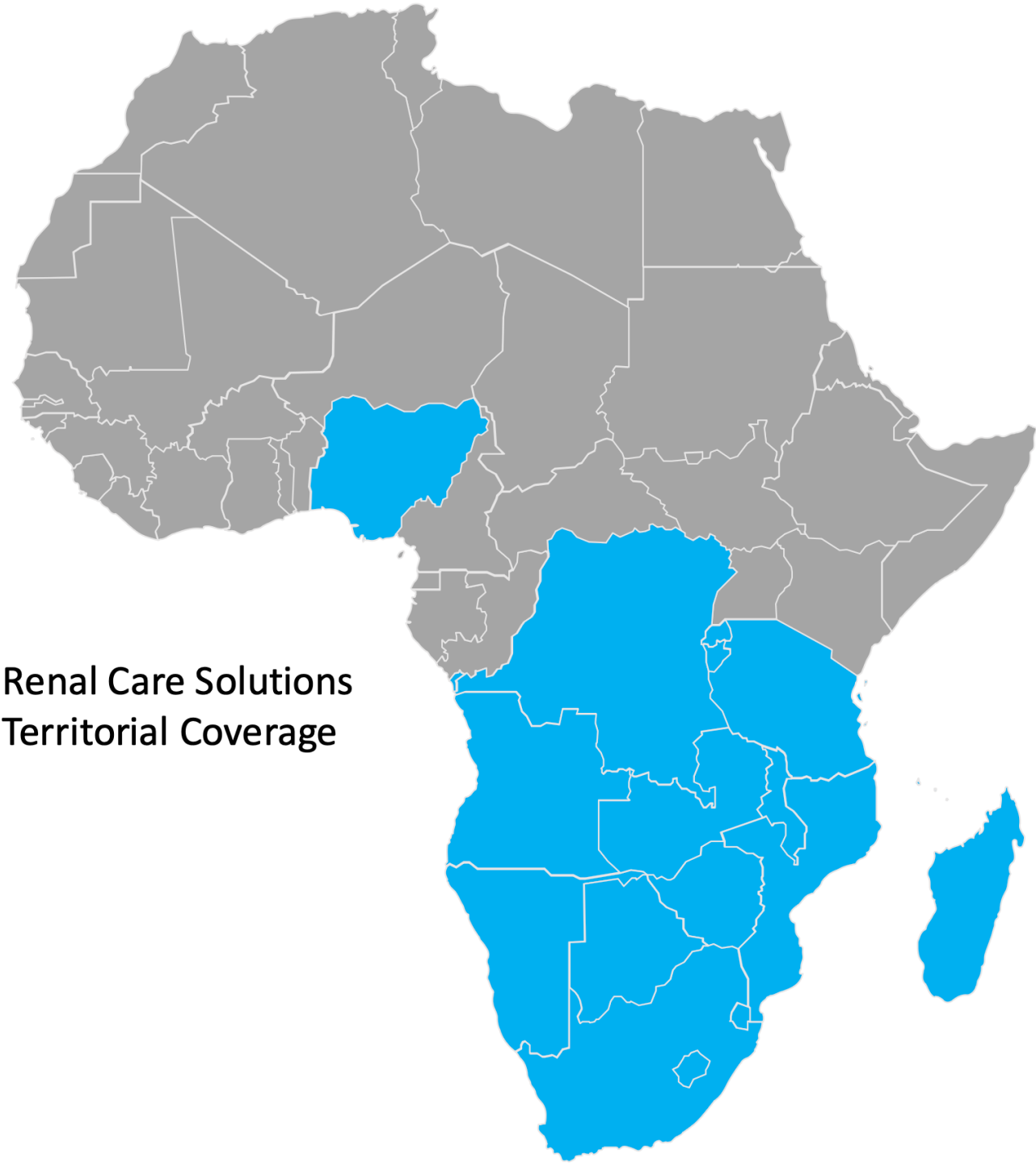
CORE CAPABILITIES & MARKET ACCESS

Ministerial & Government Access Legacy relationships at Ministry of Health level across SADC and Sub-Saharan Africa, built over a decade of PPP delivery. Privileged access to government tender processes, health budget planning, and programme design authorities. In-country partner networks add logistics, regulatory navigation, and local procurement influence.	Fresenius Device Footprint Intelligence Comprehensive intelligence on the installed Fresenius device base across Southern Africa (SA, Zimbabwe, Mozambique, Zambia, Botswana, Namibia, Eswatini), East Africa (Kenya, Tanzania, Ethiopia), East African Islands (Mauritius, Madagascar), and West Africa (Nigeria, Ghana, DRC).
Distribution & Supply Chain Exclusive authorised FMC distributor across Southern Africa (NephroCan) and SADC (Nephroxa). Dialysis X holds FMC export distributor status for wider African fulfilment. SAHPRA-compliant product registration and ISO 13485-aligned supply chain with documented import, distribution and traceability procedures.	Market Intelligence & Research Structured country reviews completed for Madagascar, Mauritius, Eswatini, and Malawi — integrating dialysis prevalence, health infrastructure, competitor mapping and FMC device footprint. A Mauritius PD programme value proposition incorporating 2026 pricing and a Europe Direct supply route has been developed.
HHD & Innovation Pipeline Developing South Africa's home haemodialysis market through the Physidia S3 HHD platform, targeting Discovery Health Medical Scheme with a device placement reimbursement model and 50-patient pilot. Dr Brett Cullis engaged as clinical reviewer. ISPD/SANS Congress (Cape Town, Sept–Oct 2026) is the strategic launch platform.	Social Mandate — Sizakele Foundation The Sizakele Dialysis Foundation NPC supports indigent renal dialysis patients across South Africa, providing a Section 18A-compliant donation vehicle and anchoring RCS's commercial activities in a demonstrable social mandate — critical for government tenders and hospital group partnerships.

QUALITY MANAGEMENT SYSTEM — PROCESS MAP

#	Process Step	Description
01	Regulatory & Compliance Monitoring	Continuous oversight of import/distribution regulations and medical device compliance.
02	Procurement	Supplier qualification and product sourcing aligned with ISO 13485 and SAHPRA requirements.
03	Goods Receiving & Inspection	All incoming stock inspected against purchase orders and quality specifications.
04	Stock Control / Warehouse	FIFO stock management with batch traceability maintained throughout.
05	Orders, Picking & Invoicing	Sales orders picked, verified and invoiced with full documentation chain.
06	Dispatch & POD Control	Delivery with proof-of-delivery capture and consignment stock reconciliation.

"Individuals with Kidney Disease, who are able to obtain treatment early, experience a higher quality of life and are able to maintain more of their day-to-day activities, including keeping their jobs."
— XAVIER BECERRA



Renal Care Solutions
Territorial Coverage

TERRITORIAL COVERAGE —
17 OPERATIONAL COUNTRIES · SUB-SAHARAN AFRICA

South Africa • HQ Southern Africa 12+	Nigeria West Africa 4	Zimbabwe SADC / Southern 3	Kenya East Africa 2
Malawi ★ PPP East / Southern 2	Eswatini ★ PPP SADC 2	DRC Central Africa 2	Tanzania East Africa 1
Madagascar E. African Islands 1	Mauritius E. African Islands 1	Zambia SADC 1	Mozambique SADC 1
Namibia SADC 1	Botswana SADC 1	Angola Southern Africa 1	Ethiopia East Africa 1
Ghana West Africa 1			

• HQ / Primary Market	★ Active or Pipeline PPP	Active Distribution
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PUBLIC-PRIVATE PARTNERSHIPS —
GOVERNMENT DIALYSIS PROGRAMME MANAGEMENT

Programme	Facilities	Status	Detail
Eswatini (Active PPP)	Mbabane Government Hospital Renal Dialysis Unit	ACTIVE since 2014 – we have run it since 2024	Longest-running RCS PPP. Full unit design, implementation, staffing and management since 2014. Expansion proposed with Swazipharm to include RFM Hospital and a new Siteki Dialysis Unit.
Eswatini Expansion (Proposed)	RFM Hospital & Siteki Dialysis Unit (new)	PROPOSED MoH review	Extension of Eswatini PPP to a second hospital and greenfield unit in Siteki. Jointly submitted to Ministry of Health with Swazipharm.
Malawi (Pipeline PPP)	Kamuzu Central Hospital & Queen Elizabeth Central	PIPELINE engagement	Structured PPP proposal for both national referral hospitals. Active ministerial-level engagement with in-country partners. Market review and FMC device base documented.

KEY PARTNERSHIPS — GLOBAL MANUFACTURERS. LOCAL DELIVERY.

Fresenius Medical Care

Fresenius Medical Care stands at the forefront of renal care and dialysis technology. As their appointed channel partner, RCS supports their export market and grows their local customer base across South Africa and SADC.

Product range:

- ▶ **Peritoneal Dialysis Systems:** Home-based dialysis enabling patient independence and flexible treatment.
- ▶ **Fluid Management Solutions:** Advanced products ensuring optimal fluid management, safety and efficacy.
- ▶ **Dialysis Machines & Chairs:** Industry-leading, cutting-edge equipment widely regarded as the best in the world.



TECHNICAL OPERATIONS — IN-HOUSE DEVICE MANAGEMENT

Renal Care Solutions proudly boasts a full Technical Operations department, qualified in all aspects of device management. Our team is dedicated to ensuring optimal performance and longevity of all capital equipment.

- ▶ **Commissioning:** Expert setup and installation ensuring devices are fully operational and compliant with regulatory standards.
- ▶ **Preventative Maintenance:** Regular maintenance services preventing equipment failures and ensuring peak efficiency.
- ▶ **24/7 Support:** Round-the-clock technical support providing immediate assistance whenever needed.
- ▶ **Qualified Technicians:** In-house managed technical team with full access to and supply of spare parts.



FRESENIUS CLINIC FOOTPRINT BY COUNTRY – OPERATIONAL SUMMARY

- Tracked Fresenius dialysis unit footprint across all 17 RCS operational countries from the RCS / Dialysis X Export Clinic Breakdown database. Pink rows = active or pipeline PPP programmes.

Country	Region	Units	Key Facilities	Status
South Africa	Southern Africa	12+	Multiple public & private sector units across all provinces	Primary market · HQ
Nigeria	West Africa	9	LUTH Lagos, National Hospital Abuja, Aminu Kano TH, UCH Ibadan + Private Independent’s	Active distribution
Zimbabwe	SADC / Southern	8	Parirenyatwa Hospital, Mpilo Central, United Bulawayo Hospitals +Private Clinic Group	Active distribution
Kenya	East Africa	4	Kenyatta National Hospital, Aga Khan University Hospital	Active distribution
Malawi	East / Southern	4	Kamuzu Central Hospital, Queen Elizabeth Central Hospital, Mwaiwathu Private Hospital	Planned PPP pipeline and Active Distribution
Eswatini	SADC	2	Mbabane Government Hospital, RFM Hospital	Active PPP
DRC	Central Africa	2	Hôpital Général de Référence, Clinique Ngaliema	Active distribution
Tanzania	East Africa	2	Muhimbili National Hospital	Active distribution
Madagascar	E. African Islands	1	CHU Joseph Ravoahangy Andriana Valona	Market intelligence
Mauritius	E. African Islands	1	Victoria Hospital	PD programme development
Zambia	SADC	1	University Teaching Hospital Lusaka	SADC distribution
Mozambique	SADC	1	Hospital Central de Maputo	SADC distribution
Namibia	SADC	1	Windhoek Central Hospital	SADC distribution
Botswana	SADC	1	Princess Marina Hospital	SADC distribution
Angola	Southern Africa	1	Hospital Josina Machel	SADC distribution
Ethiopia	East Africa	1	Black Lion Hospital	Active distribution
Ghana	West Africa	1	Korle-Bu Teaching Hospital	Active distribution