



## **CIPLA MEDPRO ACQUIRES A STAKE IN CONNECTED HEALTH COMPANY BRANDMED**

**Cape Town, 16 April 2019:** In recognition of the importance of the critical shift to a more patient-centric, integrated and predictive healthcare environment, Cipla Medpro South Africa (Pty) Limited ("Cipla Medpro"), wholly-owned subsidiary of Cipla Limited (BSE: 500087; NSE: CIPLA EQ; hereafter referred to as "Cipla") and South Africa's third largest pharmaceutical company in the private sector, will acquire a 30% stake upon closure in the connected healthcare company, Brandmed (Pty) Limited. In February, Cipla had announced a similar partnership in India with Wellthy Therapeutics to offer a clinically-validated digital disease management platform to patients in cardio-metabolic health.

Brandmed, founded in 2014, has developed a unique fully integrated end to end solution to address outcomes and value-based care for patients with chronic lifestyle and Non-Communicable- Diseases (NCDs) such as hypertension, diabetes, high cholesterol, asthma and chronic obstructive pulmonary disease. KardioGroup, a subsidiary of Brandmed was awarded the prestigious Frost & Sullivan South African Product Line Strategy Leadership, Internet of Medical Things South Africa, award in 2019<sup>1</sup>.

The Brandmed ecosystem, developed in South Africa, seamlessly integrates a combination of connected solutions across the health continuum for patients, healthcare professionals, practices and institutions, and aims to deliver personalised patient care.

Paul Miller, CEO of Cipla Medpro, said: "This transaction will help to transition healthcare from being reactive to a proactive and real-time monitoring model that focuses on promoting wellness instead of managing illness. This aligns with Cipla's vision and focus on 'human care' and a future where good health is expected, not for the few, but for the many."

“By pairing our strengths with Brandmed’ s innovative, patient centric approach to healthcare, Cipla Medpro will enhance its diverse portfolio in the NCD area to provide holistic care to patients from awareness through to disease management, thereby enabling patient adherence and compliance.”

The brainchild behind Brandmed, cardiologist Dr Riaz Motara, said: “Drugs alone are not enough to manage a disease and the disease burden will become unmanageable unless innovative solutions are implemented.”

“We’re integrating medical expertise with ground-breaking technology to deliver better patient care and offer an integrated disease management solution. We’re also shifting the focus from managing diseases in separate silos to a comprehensive risk reduction and treatment approach. Greater success in patient health outcomes, value-based care and efficiencies could be achieved in South Africa if more healthcare stakeholders are willing to work together,” said Motara.

The Indigo Wellness Index report reveals that South Africa has tremendous scope for improvement on various health indicators. Measures captured included healthy life expectancy, blood pressure, blood glucose (diabetes risk), obesity, depression, happiness, alcohol use, tobacco use, inactivity (too little exercise), and government spending on healthcare<sup>2</sup>.

According to the World Health Organisation, NCDs – mainly cardiovascular diseases, cancers, chronic respiratory diseases, and diabetes – are the leading cause of death worldwide. More than 38 million people die annually from NCDs (63% of global deaths), including 16 million people who die before the age of 70. Nearly 50% of global disability is attributed to NCDs. Reducing the avoidable burden caused by NCDs and their risk factors means taking actions now to change the narrative around NCDs<sup>3</sup>.

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#### **References:**

1. <https://ww2.frost.com/about/best-practices-recognition>
2. <http://global-perspectives.org.uk/volume-one/infographics/>
3. <https://www.who.int/beat-ncds/en/>

#### **About Cipla:**

Established in 1935, Cipla is a global pharmaceutical company focused on agile and sustainable growth, complex generics, and deepening portfolio in our home markets of India, South Africa, North America, and key regulated and emerging markets. Our strengths in the respiratory, anti-retroviral, urology, cardiology and CNS segments are well-known. Our 44 manufacturing sites around the world produce 50+ dosage forms and 1,500+ products using cutting-edge technology platforms to cater to our 80+ markets. Cipla is ranked 3rd largest in pharma in India (IQVIA MAT Dec'18), 3rd largest in the pharma private market in South Africa (IQVIA YTD Dec'18), and is among the most dispensed generic players in the US. For over eight decades, making a difference to patients has inspired every aspect of Cipla's work. Our paradigm-changing offer of a triple anti-retroviral therapy in HIV/AIDS at less than a dollar a day in Africa in 2001 is widely acknowledged as having contributed to bringing inclusiveness, accessibility and affordability to the centre of the movement. A responsible corporate citizen, Cipla's humanitarian approach to healthcare in pursuit of its purpose of 'Caring for Life' and deep-rooted community links wherever it is present make it a partner of choice to global health bodies, peers and all stakeholders. For more, please visit [www.cipla.com](http://www.cipla.com), or click on [Twitter](#), [Facebook](#), [LinkedIn](#).

#### **About Cipla in South Africa:**

Cipla Medpro South Africa (Pty) Limited is a wholly owned subsidiary of Cipla Limited, India and third largest pharmaceutical company in the private sector in South Africa. Through Cipla's purpose of 'Caring for Life', Cipla Medpro produces world-class medicines at affordable prices for the public and private sectors, advancing healthcare for all South Africans. For more information, visit [www.cipla.co.za](http://www.cipla.co.za).

#### **About Brandmed:**

Brandmed (Pty) Limited is a South African digital health healthcare company founded in 2014 with a vision to create a global people-centric, integrated, value-based, outcome inspired health ecosystem. This vision is underpinned by visionary leaders who care, simple, validated and sustainable solution driven technologies.

Brandmed is a world first in delivering a unique fully integrated end to end solution to address outcomes and value-based care for patients with chronic lifestyle and Non-Communicable- Diseases (NCDs) such as hypertension, diabetes, high cholesterol, asthma and chronic obstructive pulmonary disease.

The KardioGroup ecosystem, developed in South Africa, seamlessly integrates a combination of connected solutions across the health continuum for patients, healthcare professionals, practices and institutions, and aims to deliver personalised patient care. This is achieved through key entities of the KardioGroup ecosystem such as, KardioFit, KardioPro, KardioLife and KardioLytix.

**KardioFit** an automated patient disease management, engagement and monitoring suite to empower patients to actively manage their own health in an era of the quantified self and assists medical professionals to make better informed decisions based on real world experience, resulting in improved clinical outcomes and efficiencies.

**KardioPro is** an integrated provider/practice point of care suite allowing for real time validated and accurate wireless collection of clinical biometrics. The solution backed by accepted Global and South African Guidelines, automatically guides data interpretation, predictive risk profile analysis and diagnosis to inform standardised, personalised patient treatment and management.

**KardioLife is** a unique anti-inflammatory lifestyle program.

**KardioLytix** provides real-time actuarial analyses of all data parameters in the Brandmed ecosystem. With the data generated on unified standards and formats, KardioLytix caters for objective measurement of value-based care outcomes.

For more information go to: [www.kardiogroup.com](http://www.kardiogroup.com)