



JOS·HANSEN

CAPABILITY STATEMENT

HEALTHCARE



Your trusted healthcare solutions partner in Africa

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ABOUT US

Jos Hansen is involved in developing, procuring, installing and commissioning solutions that underpin lives, enhance business efficiency and impact economic growth. The company has a strong track record and expertise in the implementation of turnkey solutions.

Our partners leverage our project management expertise across the solution delivery life cycle to deliver regional, national, and global projects.

Deeply rooted in our communities, we are committed to provide people and planet with resources for a common and sustainable future.



1

Research and Advisory Services

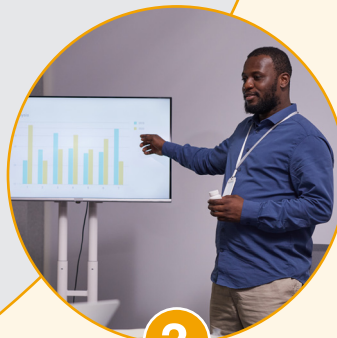
We provide expertise and knowledge of our markets to support enhancement performance, economic development, and business growth at any level of the solution life cycle. We partner with you to tailor-make a solution that is fit-for-purpose to your situation, needs and budget.



2

Procurement, Installation and Commissioning

We coordinate and undertake negotiations, ensure proper planning, good logistics and technical supervision to deliver on projects. We work closely with vendors and manufacturers to meet our client's needs.



3

Expert Training

We provide expert trainers to your team to provide high level support for efficient maintenance and usage of technical equipment.



4

After Sales Service

We provide continuous and rapid quality after-sales service, which includes maintenance and reviews that ensures no-to-minimal breakdown time, in addition to warranty repairs.

HISTORY

FOUNDED

1919



Founded in 1919 as a trading company in Hamburg, Germany through its network of partners. In 1953, Jos Hansen established its first subsidiary in Africa in Nairobi, Kenya. Since then Jos Hansen has established its subsidiary footprint in Africa in nine countries. The company has five business sectors namely: Healthcare, Water and Waste Water Treatment, Construction, Material Handling and Energy.

AFRICA
OPERATIONS

1953

Jos Hansen
(East Africa) Ltd.

1961

Jos Hansen
(Ethiopia) Ltd.

1965

Jos Hansen
(Tanzania) Ltd.

1982

Jos Hansen
(Ghana) Ltd.

1998

Jos Hansen
(Rwanda) Ltd.

1960

Jos Hansen
(Uganda) Ltd.

1963

Jos Hansen
(Zambia) Ltd.

1974

Jos Hansen
Water Engineering
(Zambia) Ltd.

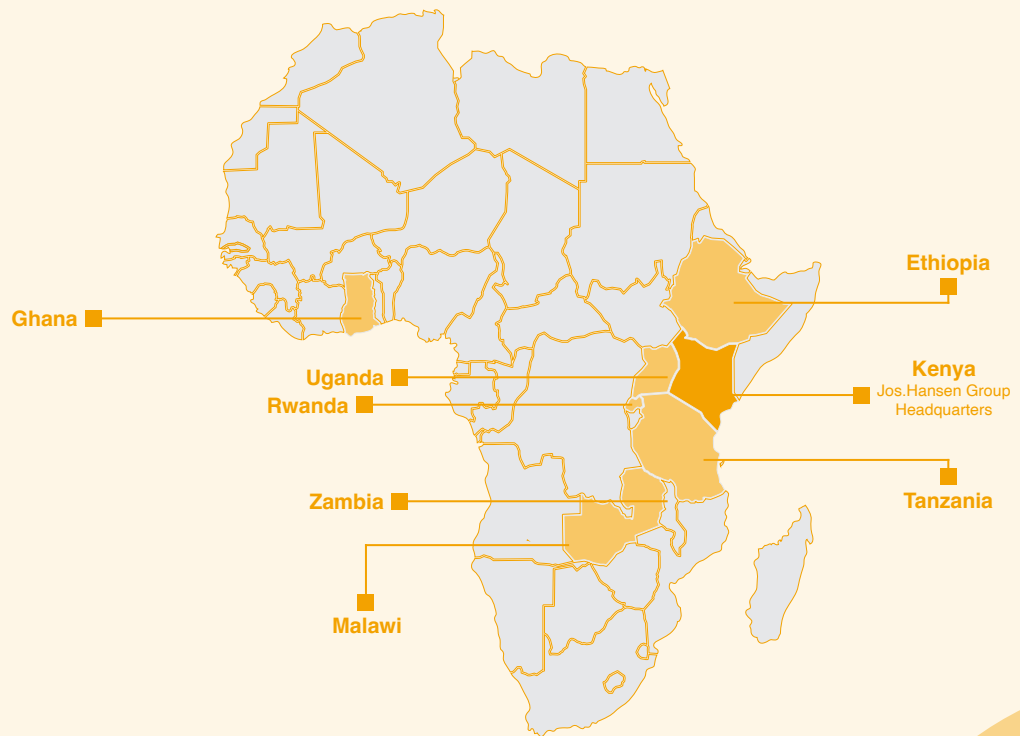
1996

Jos Hansen
(Malawi) Ltd.

70
YEARS IN
AFRICA

Jos Hansen is a major player amongst well known manufacturers represented in 9 African countries by wholly owned subsidiaries since the 1950s.

Jos Hansen has a rich experience in servicing leading public and private healthcare institutions in nine countries on the continent.



2021 BECOMING TRULY AFRICAN

In 2021, Jos Hansen transitioned its strong German Heritage and moved its Regional Operations to be based in Nairobi, Kenya thereby strengthening its footprint and experience in Africa.

Jos Hansen is ***in Africa, by Africa, for Africa*** to provide world class quality healthcare solutions and services.

TRANSFORMING LIVES THROUGH INNOVATIVE SOLUTIONS


Over
100 million
people impacted across
Africa

Strategic
Partnerships with
over
10
leading global
brands

10
subsidiaries
established in
Africa and Europe

More than
500
employees across
the African
continent

Established
first
Equipment Service
Centre in Africa



Deeply rooted in our communities,
we are committed to providing
people and the planet with innovative
solutions for a common future

OUR PROMISE

Jos Hansen is a leading partner in the provision of healthcare solutions that transform Africa. We do this by making quality healthcare solutions available through sustainable and impactful partnerships.

VISION

To be a leading partner in providing Healthcare Solutions to transform Africa.

MISSION

To provide quality healthcare solutions through mutual partnerships

VALUES

Our values reflect the way we run our business: Our professional ethics in engaging with our partners, investors, employees, and society at large.

1 Future-driven and Result-Oriented

Focus on a large societal need and to bring solutions where there were previously none. As such our actions are result-driven and with a constant eye on the future as innovation and development in the healthcare space occurs constantly.

2 Responsible and Sustainable

To serve society and the environment in its most beneficial way, our team acts responsible with high ethics and always keeping sustainability and impact at the core of all engagements.

3 Pro-active and Determined

Having a pro-active attitude, not afraid to take initiative, take entrepreneurial responsibility and pursue goals with consistent determination ensuring client-centeredness is at the core of all we do.

VALUE PROPOSITION

With over 100 years of experience and knowledge. We promise only what we can deliver, accept agreements as binding, and respect and observe compliance in all our business transactions.

1 Market Specific Solutions:

We provide efficient tailored market-specific solutions in line with the customer's needs. Quality is essential – and is what makes us a pacesetter.

2 Gateway to Africa

Through our strategic partnerships with leading reputable manufacturers. With our rich client base backed by our in-depth knowledge of the African market and its needs, we are an integral bridge to connect global manufacturers to penetrate the African market with quality and trusted products.

3 Turnkey Solutions

We provide 360 end to end Turnkey solutions for our customers across different geographical locations. Our bouquet of services spans through advisory, research, installation, commissioning, training and after sales support through our project delivery.



GOVERNANCE STRUCTURE

“Good corporate
governance is being
proper to prosper”

CHAIRMAN BOARD OF DIRECTORS
ENG. PATRICK OBATH

GROUP MANAGING DIRECTOR
BENARD. W. NJORGE

REGIONAL MANAGEMENT

REGIONAL
COMMERCIAL
DIRECTOR

DEPUTY MD,
JOS HANSEN

PROJECT
MANAGEMENT

GROUP
TREASURY

COUNTRY MANAGER
JOS HANSEN
EA (NAIROBI KENYA)

COUNTRY MANAGER
JOS HANSEN TANZANIA
(DAR ES SALAAM TANZANIA)

COUNTRY MANAGER
JOS HANSEN UGANDA
(KAMPALA, UGANDA)

COUNTRY MANAGER
JOS HANSEN RWANDA
& DRC

COUNTRY MANAGER
JOS HANSEN ETHIOPIA
(ADDIS ABABA, ETHIOPIA)

COUNTRY MANAGER
JOS HANSEN GHANA
(ACCRA, GHANA)

COUNTRY MANAGER
JOS HANSEN GHANA
(LUSAKA, ZAMBIA)

COUNTRY MANAGER
JOS HANSEN GHANA
(LILONGWE, MALAWI)



ENG. PATRICK OBATH
CHAIRMAN BOARD OF DIRECTORS

Patrick Obath is an experienced Board Chairman with over 35 years of business experience. Patrick currently leads several boards both local and global spanning across different sectors of the economy. He is serving as Board Chairman for Jos Hansen. Patrick is well versed in health, safety and environment management systems and processes. In the various Boards he leads, Patrick's input is manifested through being a stickler for good corporate governance, the promotion of diversity and being a champion for sustainability. As he steers Boards, he strives to do things better for the organisations he has the privilege to serve in. He is passionate advocate of board diversity and cultivates a pivotal role in driving the long long-term sustainability of the business.



BENARD. W. NJOROGE
GROUP MANAGING DIRECTOR

Benard Njoroge is the Founder and Group Managing Director of Adrian Group. He provides strategic direction and vision in providing innovative business solutions to African Markets. Adrian Group provides products and services in Healthcare, Telecommunication Infrastructure, Water Infrastructure and Value Addition Processing. Through the Group strategic vision of Powering the future of Africa, Mr. Njoroge has pioneered the introduction of CyberKnife Oncology Equipment in Kenya. A Pan Africanist at heart, innovation is his core, investing in people is his belief and social impact is his driving force.

OUR SOLUTIONS



ONCOLOGY SOLUTIONS (DIAGNOSIS & TREATMENT)

- Linear Accelerator (LINAC)
- Brachy Therapy
- CyberKnife and Radixact Quality
- Assurance Equipment
- MRI Scan
- PET Scan



THEATRE SOLUTIONS

- Endoscopy and Laparoscopy
- Theatre Lights
- Theatre Tables
- CSSD : Central Sterilizing Service Department



LABORATORY SOLUTIONS

- Chemistry
- Pathology
- Haematology



MATERNITY SOLUTIONS

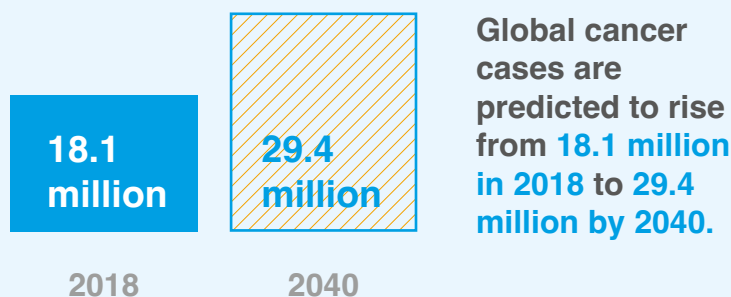
- CTG Machines
- Baby Incubator
- LED Phototherapy



CANCER SPOTLIGHT

SPOTLIGHT: THE NEED FOR QUALITY CANCER CARE IN AFRICA

Worldwide, cancer is the second leading cause of death, behind cardiovascular disorders worldwide



In Africa, cancer is the 5th leading cause of death

1.1 million
new cases annually

711,429
mortality rate

The cancer burden is rising in Africa, exerting pressure on populations and health systems both at national and household level. Hence the need to manage and fight the prevalence of cancer.

One of the major challenges facing cancer management is the access and availability of cancer treatment.

The appropriate treatment of cancer requires investments in specialized equipment that can support early diagnosis, treatment and support for survivorship and palliative care. Jos Hansen has made the increase of quality cancer care in Africa part of its core mission.

(source: Sharma R, Aashima, Nanda M, Fronterre C, Sewagudde P, Ssentongo AE, Yenney K, Arhin ND, Oh J, Amponsah-Manu F and Ssentongo P (2022) Mapping Cancer in Africa: A Comprehensive and Comparable Characterization of 34 Cancer Types Using Estimates From GLOBOCAN 2020. Front. Public Health 10:839835. doi: 10.3389/fpubh.2022.839835)

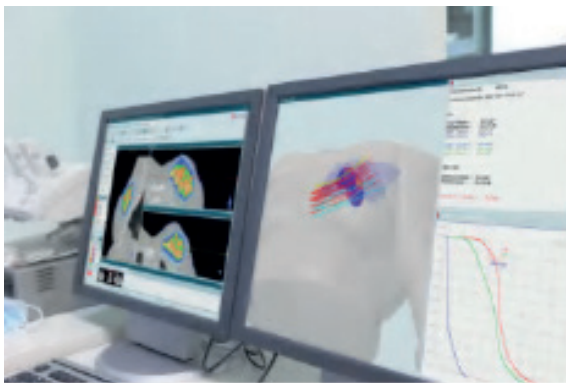


SagiNova® Afterloader

The SagiNova® HDR afterloader was designed to address today's needs for HDR brachytherapy applications regarding safety, seamless workflows and cost efficiency.

Key operational Benefits

- Ability to choose between widely used Ir-192 or long-lasting Co-60 source
- Exclusive, integrated In-Vivo Dosimetry for real-time dose monitoring
- QAssist supports quality assurance responsibilities
- Unique features to help ensure patient safety
- User-friendly GUI and intuitive design for streamlined workflow
- Advanced German engineering



SagiPlan® Treatment Planning

- One platform for all HDR planning needs
- User-friendly and intuitive
- Precise, targeted and conformal
- Full and flexible connectivity
- Comprehensive plane valuation

Linear Accelerator (Tomotherapy)

Linear Accelerator (LINAC) which customizes high energy x-rays or electrons to conform to a tumor's shape and destroys cancer cells while sparing surrounding normal tissue. The device includes various in-built safety measures to ensure that it will deliver the dose as prescribed.

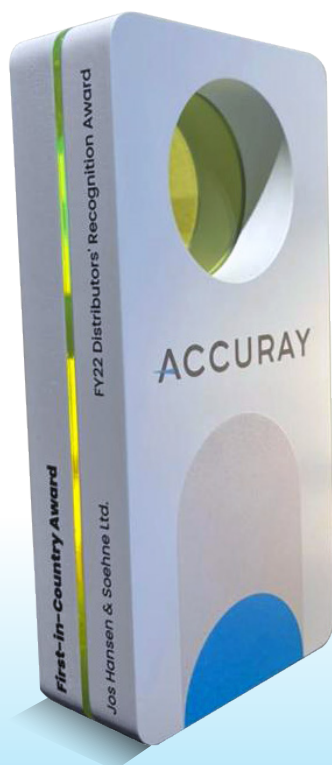


KENYATTA UNIVERSITY TEACHING REFERRAL & RESEARCH HOSPITAL



ACCURAY

Jos.Hansen and Accuray jointly enhance healthcare access of cancer treatment in Africa by impacting the lives of patients to reduce the amount of treatment sessions needed to prolong life expectancy rates of cancer patients treated. For example: **The CyberKnife® reduces the number of cancer treatment sessions from 40-50 to 1-5 sessions.**



Distributors' Recognition Award awarded to Jos Hansen in 2022 by Accuray

The CyberKnife® S7 System

The CyberKnife® System is a non-invasive, non-surgical, pain-free treatment option for cancer with proven results. It is the first and only radiotherapy device that brings true robotic precision and the ability to track, detect and correct for tumor motion in real-time, to the treatment of cancer.

Did you know that the CyberKnife® at the Kenyatta University Teaching Referral & Research Hospital (KUTRRH)

- is the second of its kind in Africa (after Egypt)?
- is manufactured by Accuray Inc. a global leader in Cancer solutions based in USA?
- is approved to treat a variety of cancers, including tumors in the brain, breast, liver, lung, pancreatic and prostate areas?

What makes the CyberKnife® System unique?

1. Robotic System
2. Precise and accurate radiation to the cancer tumor
3. Realtime Motion synchronization
4. Intrafraction Imaging
5. Tracking and Correction: Automatic AI real-time
6. Eliminates the inconvenience and risk associated with the insertion of a needle-like probe into the tumor through the skin

Benefits of the CyberKnife® system?

- Non-invasive (no surgery or anaesthesia required)
- Able to reach areas of the body previously thought untreatable
- Moves to track position of cancer tumor
- Treatment with only 1-5 sessions
- Verifies cancer tumor position
- Tumor precision treatment without affecting other organs.

Bringing quality cancer care
closer to the African people

“Kenyatta University Teaching, Referral & Research Hospital directly aligns with our vision, and their goal, to expand all patient access to the most advanced radiation therapy treatments and to improve healthcare equity in areas where historically these treatments have not been an option.”

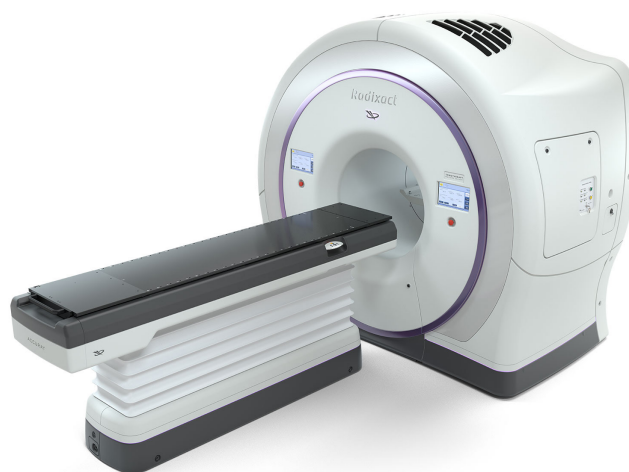
Suzanne Winter
President and CEO
Accuray

“Having this system in Kenya, will not only improve the quality of life but also reverse outbound medical tourism.”

Prof. Olive Mugenda Ph.D., MGH
Chairperson
Kenyatta University Teaching,
Referral & Research Hospital

“Jos Hansen is proud to be an exclusive partner for Accuray Inc. for CyberKnife® S7 System, bringing quality cancer care.”

Benard W. Njoroge
Group MD
Jos Hansen Group



The Radixact® Treatment Delivery System

Key operational Benefits

- New Linac capable of 1,000 cGy/minute operation
- New 10 RPM operation during imaging
- New Accuray Precision® Treatment Planning System provides a comprehensive, full-featured treatment planning solution
- New iDMS™ Data Management System offers an integrated database supporting all compatible Accuray products
- New CTrue™ IR iterative reconstruction software provides enhanced soft-tissue imaging
- New PreciseART™ Adaptive Radiation Therapy option utilizes daily MVCT data to monitor the effects of anatomical changes over a patient's treatment course
- New PreciseRTX™ Re-treatment option provides tools to enhance efficiency for patients who require re-planning over a course of treatment and patients who were previously treated, even on non-Accuray* equipment
- TomoHelical™ and TomoDirect™ modalities deliver individualized treatments for both routine and complex indications
- TomoEDGE™ treatment modality spares more normal tissue while enabling increased patient throughput

Range of diseases treated

- Brain and spinal tumors
- Head and neck
- Kidney cancer
- Liver cancer
- Lung cancer
- Pancreatic cancer
- Prostate cancer

HEALTHCARE SOLUTIONS IN AFRICA; JOS HANSEN TRACK RECORD



Ministry of Health and Social Welfare, Tanzania

Chemistry Analysers, Haematology and Analysers, Various Apparatus



Zambia Airforce, Zambia

Medical Furniture and Dental Equipment



Ministry of Health, Uganda

Supply, installation and Commissioning of Xray Units, Processors and Accessories

2008



Government Chemist Laboratory (GCLA), Tanzania

Laboratory Medical Equipment, Chromatography Instruments

2012



2013



Jimma University, Ethiopia

Provision of Supply, installation, test, commissioning and training for Pulmunology unit and Nephrology units

2016

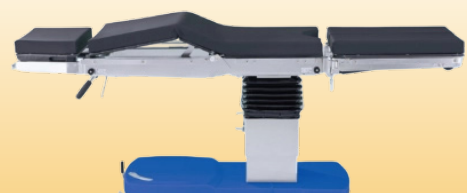


Kenyatta National Hospital, Kenya

Resuscitation/Emergency Trolleys, Ultrasound, Nebulizers and Drip stands, ICU Ventilators, Macque, Operating Theatre Tables

Kwame Nkurumah University of Science and Technology, Ghana

Laboratory Equipment for the Establishment of a Centralized Laboratory and Green House for Teaching and Research





Kenya Marine and Fisheries Research Institute, Kenya

Trinocular Microscope/Dissecting Microscope. ICP-OES Analyser



Kenyatta National Hospital, Kenya

Theatre Lights



Kenyatta University Teaching, Research and Referral Hospital, Kenya

CyberKnife S7 Cancer Equipment

2017

2018

2020

2022



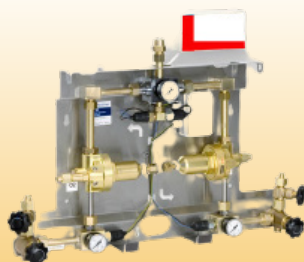
Kenya Agricultural Livestock Research Organization, Kenya

ECF Vaccine Automatic Straw



Muhimbili National Hospital, Tanzania

Medical Equipment and Apparatus



DOING BUSINESS THE RIGHT WAY

Jos Hansen is proud to facilitate the implementation of impactful and sustainable solutions. We firmly believe that sustainable, ecological and socially responsible action is the foundation for our success in business and the impact that our work has on the society at-large.

We operate via three main Environmental, Social and Governance (ESG) Pillars:

1

Responsible Corporate Governance

We manage and operate our business by taking all of our stakeholders' needs and values into consideration for long-term growth and sustainability

2

Environmental Footprint

We seek to improve our operation performance by reducing energy, water use, waste, and carbon emissions while lowering operating costs

3

Diversity, Equity, and Inclusion

Our goal is to create positive impact for our stakeholders and community through meaningful engagement, contribution, inclusion and volunteerism

OUR SUSTAINABILITY PROMISE

Jos Hansen is committed to care, devoted to community investment and we embrace inclusion for all

1

Sustainable production



2

Positive impact creation



3

Transparent leadership



4

Strengthening diverse teams

Our work supports the below
Sustainable Development Goals:

3 GOOD HEALTH
AND WELL-BEING



5 GENDER
EQUALITY



6 CLEAN WATER
AND SANITATION



9 INDUSTRY, INNOVATION
AND INFRASTRUCTURE



17 PARTNERSHIPS
FOR THE GOALS



“People matter, our planet matters. *What we do in business matters:*
At Jos Hansen we do it the right way by adhering to our values and
partnering for sustainable solutions that benefit us all”

OUR PORTFOLIO PARTNERS

ACCURAY

PENTAX
MEDICAL

S&P
Steel&Power
Made in Italy stainless steel products

riare[®]
ENGINEERING
INTERNATIONAL GROUP

Brandon
MEDICAL

medik


Panacea Biotec
Innovation in support of life

**UNITED
IMAGING** 


KORDON
Tıp Sağlık Araç ve Gereçleri


PANACEA
Engineering Medicine

PIW THE
DOSIMETRY
COMPANY

NOXERIOR
Next Generation Gas Solutions

BLZ Medical

Healthcare
EKE[®]

 **CANTEL**

RICHARD
WOLF 

INTEGRA[®]
LIMIT UNCERTAINTY

 **BEBIG**
Affordable healthcare for everyone



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