

GILEAD LIMITED COMPANY PROFILE

Legal Status and Business History

Gilead Limited is a Limited Liability Pharmaceutical Company Registered in Uganda in 1999.

The three founder members who are also the directors are namely;

1. Mr. Richard Kwasa - pharmacist
2. Mr. David Mukanga - pharmacist
3. Mr. Norman Ajiri, an architect

GILEAD LIMITED came into existence because of the need for provision of genuine pharmaceutical products in our country. At that time the Ugandan market was flooded with a lot of products of questionable quality imported from Asia and moreover the major stakeholders in the field were non professional businessmen who did not care about anything beyond their profits.

The National Drug Authority [NDA] which had just been established in 1993 lacked sufficient resources and experience to carry out its regulatory mandate.

The Gilead founders, fresh from the university at that time and two of them being pharmacists saw a huge gap and today Gilead Limited exists to fill the gap by providing genuine pharmaceutical products with excellent professionalism to the Ugandan population.

Gilead started with one outlet in Kampala and overtime we have opened up two other Gilead branches, one in Jinja the second biggest town in Uganda and one in Mbale the most important commercial centre in eastern Uganda.

Over the last four years Gilead has grown into pharmaceutical importation and distribution. Currently, Gilead is the Local Technical Representative [LTR] in Uganda of Vogen Laboratories Ltd – Limassol Cyprus and TILOMED Limited, UK.

Consequently the company has grown from the initial four staff in the very first branch to twenty four full-time staff and eight part-time staff.

Governance Structure

The company has 2 key management organs; the board of directors which is the top most decision making board, and a management team that manages and coordinates the day to day affairs of the company.

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Board of Directors

The three founder members [Richard Kwasa, David Mukanga and Norman Ajiri] comprise the Board of Directors. The Gilead Board meet once every three months during which meeting the management team reports are reviewed and strategic decisions taken.

Mr. Richard Kwasa

Richard is a Pharmacist with 10 years of professional experience in the management of public and private pharmaceutical establishments. He brings to the board hands on expertise in the oversight of large pharmaceutical enterprises. Richard worked with a another private company for four years before he was appointed by Ministry of Health as the pharmacist in charge of Jinja Regional Referral Hospital, where he served for another four years. He is currently the Chief Executive Officer [CEO] of Gilead Limited.

Mr. David Mukanga

David is a pharmacist and epidemiologist with 10 years of professional experience in pharmacy and public health. David served as the first Chief Executive of Gilead from 1998 to 2002 when the company was at its infancy, and oversaw its growth from one to three branches/outlets.

David later moved into the academia and International Health in 2003. He currently serves as the Executive Director of the African Field Epidemiology Network, a multi-country, multi-million dollar network with operations in more than 8 African countries.

Mr. Norman Ajiri

Norman is an architect who has worked for a number of international organizations in Uganda. He is currently the company Secretary

Management Team

The management team is composed of the Chief Executive (Richard Kwasa), the three branch managers, the head of the international business division and the marketing manager.

The management team meets monthly to review company performance, and plan for the coming month.

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Storage and Delivery Facilities

The Headquarter (HQ) outlet in Kampala provides storage facilities for the import and distribution business. Additional space has been secured within 20 meters of HQ to accommodate the fast growing space needs of the business, particularly for the import and distribution.

Marketing

With 4 outlets in Uganda's major towns and plans for new ones in another 2 regional centres, the potential for the distribution division to reach a large section of Uganda's market piggy-backing on the company's success story and already developed supply network is immense. The other two branches apart from the Kampala Main branch, also act as distribution centres. This is one fact among others that has always enabled us to outrun our competitors in marketing. The company employees 4 full-time sales and marketing executives who are responsible for the marketing and promotion of all products that Gilead distributes from its current international suppliers.

Bankers

Standard Chartered Bank, Speke Road, Kampala, Uganda.
DFCU Bank, Jinja Road Branch, Kampala, Uganda.

Legal officers

The Enoth Mugabi Advocates and Solicitors.