

INVESTOR PITCH FOR AISHAMIN®: A STANDARDIZED ANTIDIABETIC PHYTODRUG

1. Company Overview

Name: National Institute for Pharmaceutical Research and Development (NIPRD)

Focus: Development and commercialization of scientifically validated phytomedicines.

Flagship Product: *AISHAMIN*® – a standardized, NAFDAC-approved antidiabetic phytodrug.

Headquarters: Abuja, Nigeria.

Strategic Partners: NASENI, PMG-MAN, FMOH, UTHs, NIMR.

2. Problem Statement

- Over 11 million Nigerians are living with diabetes; the number is rising fast.
- Annual importation of oral antidiabetic drugs exceeds ₦80 billion, leading to huge foreign exchange losses.
- Conventional antidiabetic drugs are expensive and linked to adverse side effects.
- Despite strong ethnomedicinal knowledge, no clinically standardized Nigerian herbal antidiabetic has reached mass commercialization.

3. The Solution – *AISHAMIN*®

A standardized herbal formulation (capsule, syrup, and tea forms) derived from *Lebaaibu* has been clinically validated for:

- Glycemic control via insulin sensitization and enzyme inhibition.
- Antioxidant and β -cell protective effects.
- Affordable, locally produced, and NAFDAC-approved.

4. Market Opportunity

Metric	Value
Diabetes prevalence (Nigeria)	11+ million
Annual antidiabetic drug market	₦120+ billion
Target market share (5 years)	5–10%
Potential annual revenue	₦6–12 billion

Growing consumer demand for safe, affordable, and natural alternatives provides a massive opening for market entry.

5. Competitive Advantage

- Scientifically validated with preclinical and clinical data.
- NAFDAC registration and GMP manufacturing compliance.
- Backward integration with local farmers (raw material sustainability).
- 40–60% lower cost than imported alternatives.
- Scalable formulation (capsule, tea, syrup).

6. Business Model

- Revenue Streams: Product sales (retail, wholesale, hospitals, online), licensing, export (ECOWAS).
- Distribution: Pharmacies, hospitals, herbal distributors, and e-commerce.
- Pricing Strategy: Affordable mass-market pricing with premium export tier.
- Scale: 100,000 capsules/month initial capacity, scalable to 500,000.

7. Financial Highlights

Item	Year 1	Year 2	Year 3
Sales (₦M)	180	350	600
Operating Cost (₦M)	150	210	300
Net Profit (₦M)	30	140	300
ROI (3 years)	~65% cumulative		

Funding Required: ₦300 million

Use of Funds: R&D (₦70M), Facility (₦120M), Regulatory & Trials (₦30M), Marketing (₦25M), Working Capital (₦30M).

8. Implementation Roadmap

Phase 1: R&D & Standardization – 6 months

Phase 2: Preclinical & Clinical Trials – 12 months

Phase 3: NAFDAC Authorization – 6 months

Phase 4: Commercial Launch – 3 months

Total Duration: ~2 years to full market rollout.

9. Impact

- Reduces national dependence on imported diabetic drugs.
- Creates 100+ direct jobs and 300+ indirect jobs (farmers, researchers, distributors).
- Promotes Nigeria's health security and local pharmaceutical innovation.
- Contributes to UN SDGs 3, 8, and 9.

10. Call to Action

NIPRD invites strategic investors and partners to join in scaling *AISHAMIN*®, Nigeria's first scientifically standardized and NAFDAC-registered antidiabetic phytodrug.

Investment asking: ₦300 million for 30% equity stake or convertible partnership.

Expected ROI: 60–70% within 3 years.

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