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CheMed Scientific Pvt. Ltd. Company
Chosen for Excellence

COMPANY PROFILE

CheMed Scientific Pvt. Ltd. Company

Chosen for Excellence

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About CheMed

CheMed Scientific Pvt. Ltd. Company, also known as CheMed, was established in 2020 to serve customers in science laboratories and industries through the import and distribution of a diverse array of laboratory instruments, chemicals, educational equipment, tools, and related products, as well as before- and after-sales technical services.

Ethiopia faces a significant shortage of knowledgeable and skilled professionals capable of offering a full suite of services in this field. This includes expert guidance in selecting analytical equipment and supplies, conducting procurement and acceptance, and providing installation and commissioning services. Additionally, there is a notable gap in the effective use of laboratory instruments due to end users' lack of proficiency in instrumentation and application techniques. CheMed addresses these challenges head-on, offering high-quality testing equipment paired with comprehensive after-sales support to meet the growing demand.

CheMed's founders bring a wealth of experience from working in real testing laboratories, both governmental and private, and companies specializing in the import and distribution of laboratory supplies, equipment, and chemicals. They are highly qualified application chemists and service engineers, well-versed in the installation, operation, use, and maintenance of a wide range of analytical instruments—from basic laboratory apparatus to modern, high-end, state-of-the-art instruments. Their extensive training, both domestically and at manufacturers' sites, spans from beginner to advanced levels.

Vision & Mission

Vision Statement

> *To become a business of excellence, a globally recognized import-export company that takes its core values, quality, and services as priorities in meeting customers', employees', and partners' needs.*

Mission Statement

- **Quality & Service:** Provide quality products and full-set services to customers in Academia, Science, and Industry Laboratories.
- **Capacity Building:** Support laboratory professionals' capacity building through a comprehensive range of training packages.
- **Consultancy:** Provide effective consultancy services on laboratory setup and quality management systems based on ISO/IEC 17025.
- **Maintenance:** Provide full-line laboratory instrument maintenance services (preventive, predictive, and corrective) supporting efficient and effective utilization of laboratory facilities across Ethiopia and neighboring African countries.
- **Informed Procurement:** Support informed selection and procurement of laboratory facilities based on the forecasted work scope of client institutions through proactive customer communication.

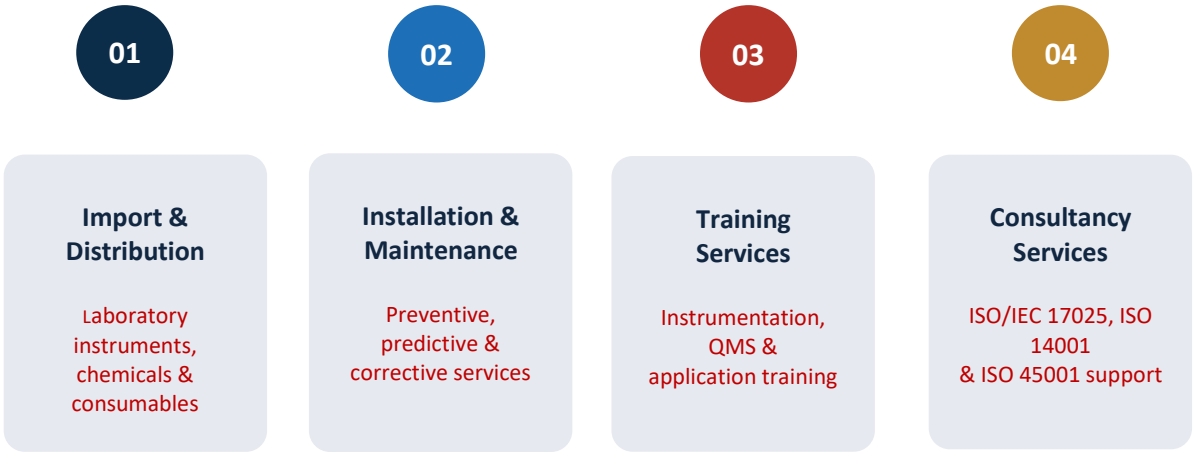
- **Partnership:** Support other laboratory facility suppliers and world manufacturers by complementing their offering through installation, commissioning, training, and maintenance services.

Core Values & Beliefs

SERVICE	CheMed believes meeting customer needs is essential for commercial success. Knowing our customers and their needs helps us provide the best-fit products and services and shows customers we are committed to their purchase.
QUALITY	Our main goal is to ensure customers accurately receive quality products and services in line with their requirements—building trust that mutually benefits our business and our customers.
INTEGRITY	We care about the quality of our work, relationships, and contributions to our company, our communities, and the industries we serve, fulfilling customers' needs in support of their institutional goals.

Business Activities

CheMed's work is organized around four complementary pillars that together cover the full lifecycle of a laboratory's analytical instrumentation—from sourcing to sustained, expert use.



1. Import and Distribution of Analytical Instruments and Chemicals

- CheMed identifies a significant opportunity in Ethiopia's business sector, where customers often purchase capital equipment and consumable laboratory products without the necessary expertise.
- Our Commercial Department is committed to guiding customers through the procurement process, ensuring the selection of appropriate instruments and chemicals that align with the scope and objectives of their institutions.
- Import and distribution of a wide range of laboratory instruments, chemicals, educational equipment, tools, and other related products.

2. Laboratory Instruments Installation and Maintenance Services

In the majority of research institutions, universities, and industries, there were no adequate installation and high-quality maintenance services (preventive and corrective) for laboratories, and instrument downtime was frequent—with equipment even becoming obsolete after a single use.

CheMed's Technical Department excels in providing installation and high-quality maintenance services (preventive and corrective) for laboratories, which were previously inadequate in research institutions, universities, and industries. CheMed maintains laboratory equipment by gathering information on potential instrument gaps across institutions and responding on call with a quick turnaround time. We continuously provide contractual services, focusing on preventative maintenance, performance qualifications, and corrective maintenance on demand.

The spectrum of our installation and maintenance services ranges from standard laboratory equipment used for sample preparation and classical tests to the most advanced, high-end analytical instrument techniques:

- **Spectroscopy (atomic and molecular):** Atomic Absorption Spectrophotometry—flame, graphite furnace, and hydride generation; ICP-OES; ICP-MS; UV-Vis Spectrophotometry; Fluorescence Spectrophotometry; Infrared Spectrophotometry; and XRD.
- **Chromatography (Gas and Liquid):** HPLC with different detectors; LC-MS; LC-MS/MS; Gas Chromatography with different detectors; GC-MS; GC-MS/MS.
- **Other:** Other routine laboratory equipment and apparatuses.

3. Training Services

CheMed provides training services on general testing parameters, general laboratory equipment, application and instrumentation training on spectroscopy and chromatography techniques, and quality management systems.

Instrumentation Trainings — Spectroscopy (Atomic and Molecular)

- Atomic Absorption Spectrophotometry—Concept, Principle, and Practice, covering Flame, Graphite Furnace, and Hydride Generation techniques.
- Inductively Coupled Plasma Optical or Atomic Emission Spectroscopy (ICP-OES/AES, ICP-MS) — Concept, Principle, and Practice.
- UV-Vis Spectrophotometry — Concept, Principle, and Practice.
- Fluorescence Spectrophotometry — Concept, Principle, and Practice.
- Infrared Spectrophotometry (Near, Mid, Far) / FTIR—Concept, Principle, and Practice.
- XRD (XRF) Spectroscopy — Concept, Principle, and Practice.

Instrumentation Trainings — Chromatography (Gas and Liquid)

- High Performance Liquid Chromatography (HPLC) with detectors such as UV, DAD, FLD, RI, etc.
- LC-MS or LC-MS/MS—Concept, Principle, and Practice.
- Gas chromatography with detectors such as FID, TCD, ECD, NPD, etc.
- GC-MS or GC-MS/MS—Concept, Principle, and Practice.
- High Performance Thin Layer Chromatography (HPTLC) with all accessories.
- High Performance Ion Chromatography (HPIC)—Concept, Principle, and Practice.

Laboratory Quality Management System Trainings

- Basic Analytical Chemistry as a Tool for Instrumentation Training.
- Quality Control and Quality Assurance Tools and Techniques used in Analytical Laboratories.
- Basic Statistical Tools and Techniques for Analytical Data Processing and MS-Excel Packages for Analytical Data Evaluation.
- Method Validation / Verification Training.
- Estimation of Measurement Uncertainty Training.
- ISO/IEC 17025:2017 Training and/or Consultancy.
- ISO 14001:2015 Training and/or Consultancy.
- ISO 45001:2018 Training and/or Consultancy.
- ISO 22000:2018 Training and/or Consultancy.
- ISO 19011:2018 Training and other related Management System Standards (MSS).

Application Trainings

- Agricultural Sample Tests: soil, plant tissue, irrigation water, manure, compost, and feed tests.
- Environmental Sample Tests: water and wastewater, solid wastes, soil, and sludge tests.
- Nutrition Tests: food ingredients and product composition & safety tests.

4. Consultancy Services

Quality Management Consultancy Service based on ISO/IEC 17025

CheMed provides consultancy services for laboratories seeking accreditation or that need system establishment based on ISO/IEC 17025. We prepare and familiarize system documents, or support laboratories preparing their own documents, review prepared documents, conduct internal audits, or support the process.

Consultancy Service on Laboratory Setup and Establishment

Services offered based on customer demand include designing a laboratory setup based on test compatibility, consultation on equipment selection, procurement, installation, professional personnel development, and awareness creation on selected applications.

Environmental Quality Management System Consultancy (ISO 14001:2015)

We provide consultancy services for institutes seeking certification or that need system establishment based on ISO 14001. We prepare and familiarize system documents, or support laboratories preparing their own documents, review documents, conduct internal audits, or support the process.

Occupational Health & Safety QMS Consultancy (ISO 45001:2018)

We provide consultancy services for institutes seeking certification or that need system establishment based on ISO 45001:2018. We prepare and familiarize system documents, or support laboratories preparing their own documents, review documents, conduct internal audits, or support the process.

Business Goals & Objectives

- Provide quality products and services at a competitive price for scientific communities.
- Achieve the largest market share in Ethiopia for imported laboratory products.

- Train and capacitate laboratory product end-users on every product we supply or train on.
- Create exemplary and competent staff who deliver quality services in each department of the company.
- Increase the average length of customer relationships and decrease customer turnover.
- Establish a comprehensive laboratory capacity-building center offering a full spectrum of services to our valued customers in science laboratories and industries.

Business Strategy

Our primary strategy is to diversify the services we offer while cooperating with organizations (customers), similar companies, and international partners with whom we are integrating. We drive growth by acquiring other companies, committing to industries where most stakeholders are retreating due to a lack of technical expertise, and partnering with organizations operating below capacity due to a lack of technical knowledge and skills—building their capacity on the job and sharing the resulting benefits.

Management & Organization Structure

CheMed's organization structure connects executive leadership to the Technical, Finance, Administrative, and Commercial & Marketing departments, each supported by dedicated specialist roles.

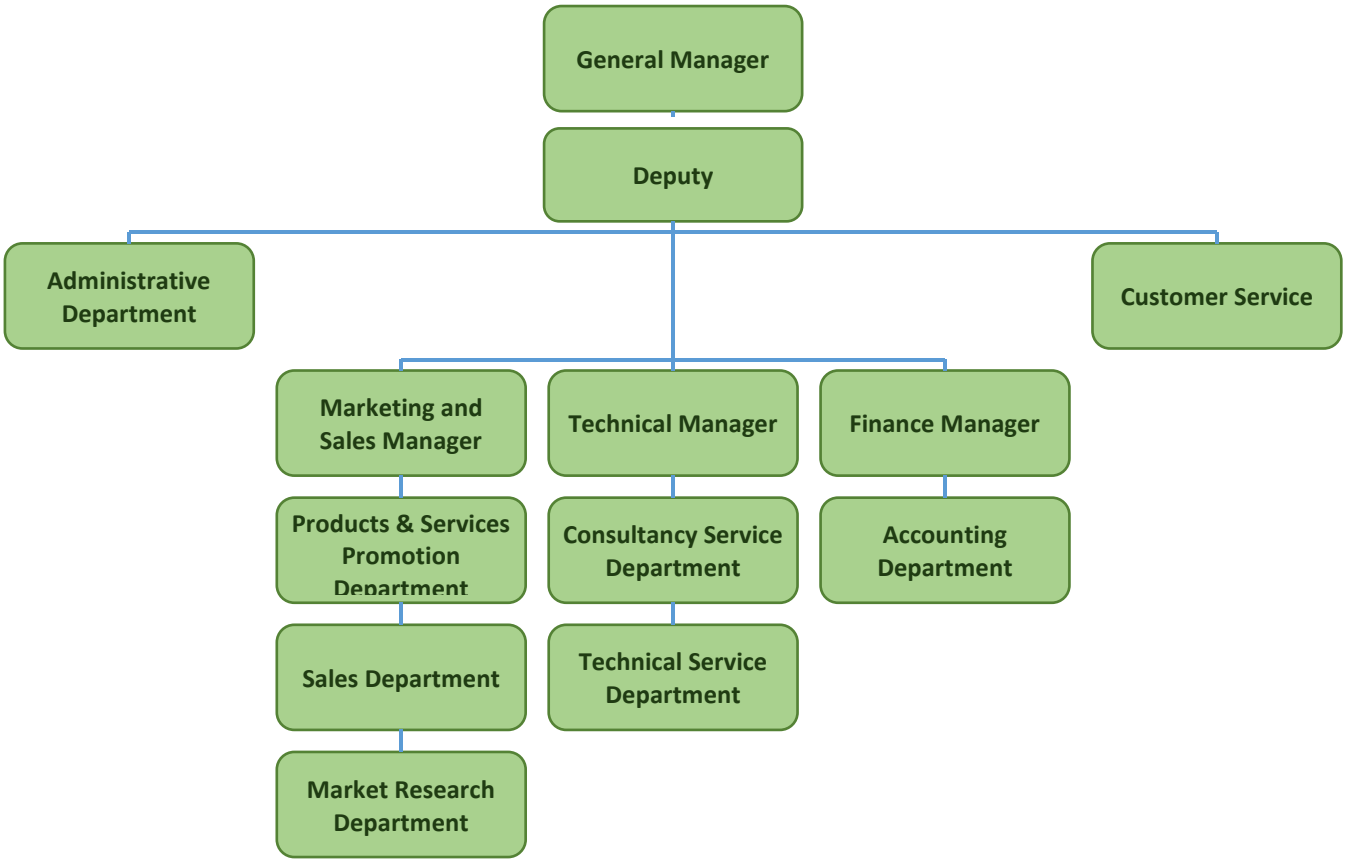


Figure 1: CheMed Organogram

Quality Control and Quality Assurance

Our company is committed to delivering products and services that meet international standards of excellence. Quality Control (QC) ensures that outputs conform to specifications, while Quality Assurance (QA) establishes systems and processes that guarantee consistency, compliance, and continuous improvement. This policy integrates QC/QA responsibilities into the existing organizational structure.

Quality assurance is overseen by the deputy general manager and implemented through the technical manager. Each department contributes to quality control: technical units ensure compliance with standards, marketing units gather customer feedback, finance tracks quality-related costs, and customer service escalates issues. Together, this integrated structure ensures that quality is not a separate function but a shared responsibility across the organization.

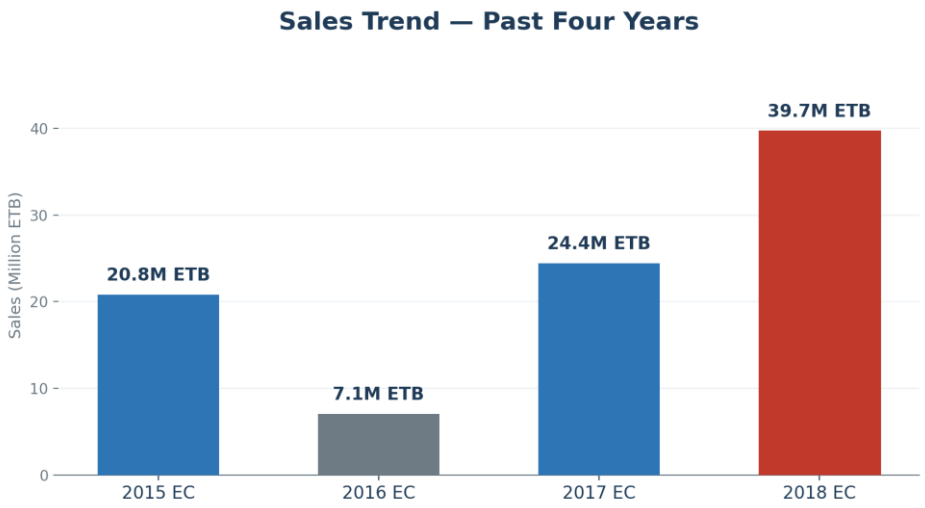
CheMed Competitive Advantages

CheMed was established by a group of experts who had spent many years working for comparable businesses and testing facilities and were therefore aware of the prospects and gaps in the sector. The founders' motivations were sparked by the significant gaps they observed while working in similar companies serving scientific communities in Ethiopia and across most African countries. The major points that make CheMed competitive include:

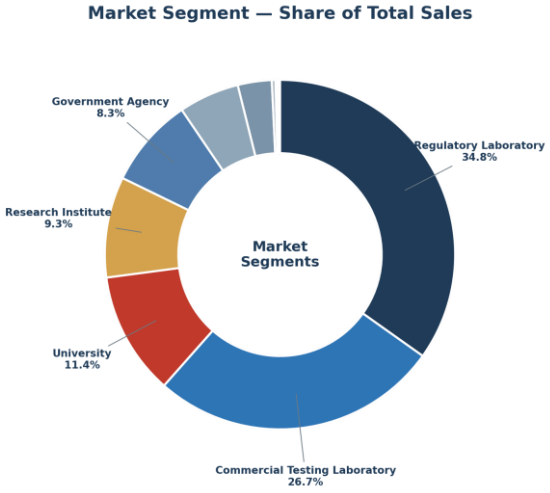
- Many years of experience as application and service engineers of analytical instruments, giving excellent knowledge and skills in training, installation, operation, and maintenance of the full range of laboratory analytical instruments.
- Excellent knowledge and skills in analytical testing and training in agricultural, environmental, and nutrition sample testing laboratories.
- Excellent Customer Relationship Management (CRM) skills, working as Customer Service and Sales Managers using well-established customer database software.
- Experience working with world-leading analytical instrument manufacturers in application, sales, and marketing.

Sales Performance & Market Reach

CheMed has recorded strong overall growth in sales revenue over the past four Ethiopian Calendar (EC) years, with a dip in 2016 EC followed by sustained recovery and record performance in 2018 EC.



Our client base spans regulatory laboratories, commercial testing laboratories, universities, research institutes, government agencies, industry, and more—led by Regulatory Laboratories (34.8%) and Commercial Testing Laboratories (26.7%) of total sales for FY 2015–2018 EC.



Why This Diversified Reach Matters

- A deep footprint in regulatory and commercial testing laboratories builds long-term, repeat-business relationships anchored in compliance-driven demand.
- A strong university and research-institute base (over 20% combined) keeps CheMed close to Ethiopia's next generation of laboratory professionals.
- Government agencies, industry, NGOs, schools, hospitals, and trading companies round out a client portfolio that is resilient across economic cycles and sector-specific slowdowns.
- This breadth reflects CheMed's cross-sector capability—from basic laboratory apparatus to state-of-the-art analytical instrumentation—serving nearly every type of institution that operates a laboratory in Ethiopia.

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Let's Work Together

We welcome the opportunity to support your laboratory with quality products, expert installation and maintenance, capacity-building training, and consultancy services.

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