



**Member Company:** [Umsinsi Health Care](http://www.umsinsihealth.com)



**As told by:** [Amanda Wilde](#), MD and Company Custodian



**Briefly, what does your company do?**

We are about loving skin – we are concerned with taking care of skin, mostly within a hospital set up, for example burn victims or those with serious skin condition. We are also a distributor and marketer of medical devices. Umsinsi distributes ConvaTec products that are the global leaders in three key areas of care: Advanced wound care, stoma care; incontinence management-& critical wound care.

**What makes your company different?**

Our vision and values are around loving people. We incorporated the John Lewis model which has at its core reconciling different people from different classes. The end-goal is to transfer the capital and ownership of the company into a trust to benefit our employees and social responsibility projects.

**What's the best thing about doing business in SA?**

The fact that every day is different. It's never boring! It's the best country to do business in.

**What do you wish you knew when you started out, a lesson that you've learnt?**

Firstly, we took on a multi-national corporate and inherited some problems, so that was a challenge. I wish I had known more about South Africa's history, as I really think it is very important to know and understand. Lastly, I wish I had known the impact the fall out between Julius Malema and Jacob Zuma would have! The rand-dollar exchange took a big hit and unfortunately, our company buys in dollars.

