



The leader in delivering valuable medicines in Jordan, Iraq & Syria

ABOUT US

“The only constant in life is change”
-Heraclitus

The world is changing, and so the Pharma Market is. Culture, Politics, Methods, Online, Sustainability are all affecting and changing the pharma market.

That is why we believe in strong relationships and their vital role in building long-term successful business.

AL-HEMAM Scientific Bureau has been established in 2022 in Baghdad - Iraq.

AL-HEMAM Scientific Bureau is among the fastest-growing healthcare companies in the region. Through unique partnerships in Iraq and Syria in addition to Jordan, AL-HEMAM works with many of the world's leading companies through various agreements and joint ventures.

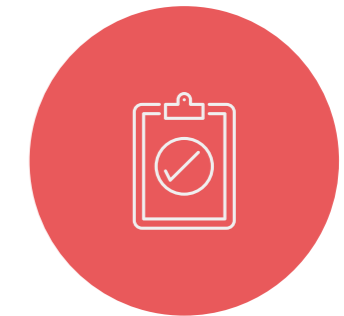
AL-HEMAM Scientific Bureau distributes and promotes a wide range of high quality brands and generics and in-licensed Pharmaceutical & Nutraceutical products.

We are a leading healthcare, medical equipment provider and is always committed to meet the growing needs of pharmaceutical sector in the local as well as regional markets.



OUR Business

- Our core activities include importation, distribution, promotion, marketing and license manufacturing through integrity and professionalism.
- The company's activities range from commercial agency, products' distribution and marketing services, on-site project management and registration services.



OUR Vision

“

To be recognized as number one Pharmaceutical distribution in Middle East, in terms of expertise, innovation, high quality services and responsible entrepreneurship

”

OUR Mission

We aim to meet our community requirements of Pharmaceuticals in the most efficient manner that improves health care services.

We work to provide a comprehensive portfolio of high-quality products of key therapeutic areas, and build capabilities to raise healthcare standards to meet the needs of future generation



OUR Approach



Core Values



Excellence

If the best is possible, good is not enough. Therefore, to grow our business successfully, We always invest in the right 3 Ps (Product – People – place)



Leadership

As a leader company, we have been aiming to add valuable products to our people life that meets their needs as well as to guide our partners to launch their new services and products in the best professional manner.



Integrity

We believe that integrity will always be the base of our activities and leading to the solid relationships that we have built with our customers, employees, and suppliers.



Passion

To get the best, we believe that we have to put our hearts and our minds in our work.

OUR TEAM



- **AL-HEMAM Scientific Bureau** is directed by a highly- professional team of diverse backgrounds and enriched experiences in the region.
- We pride ourselves on being one of the most professional and efficient partners in our industry, the team is unrivaled regarding experience, background training and efficiency in delivering results.
- Our relationships allow us to interface with our partners and suppliers to provide efficient distribution channels and well- established networks with a clear focus on the market, the founders have a truly distinctive track record of creating market leaders in healthcare and other sectors.
- We have 100 medical representative, 3 team leader and two area manager in addition to the head of operation.



OUR Partnerships

- **AL-HEMAM Scientific Bureau** relies on its capabilities and distinguished experience of the team to represent our partners in the best possible way in targeted countries.
- Through our partnerships, we aim to create a distinctive products portfolio covering most of the therapeutic categories in line with the organization's development and business outcomes.
- We provide our partners with all requirements to ensure the development of their business, and ensure their products are distributed and promoted in the most appropriate way, through the ability to prepare real market studies and realistic work indicators on a monthly and annual basis. In addition to engaging them in marketing and action plans.

A **SOLID** Organization



800

Well served
Customers



80

Trained &
qualified team
members



12

Temperature
controlled
distribution
trucks



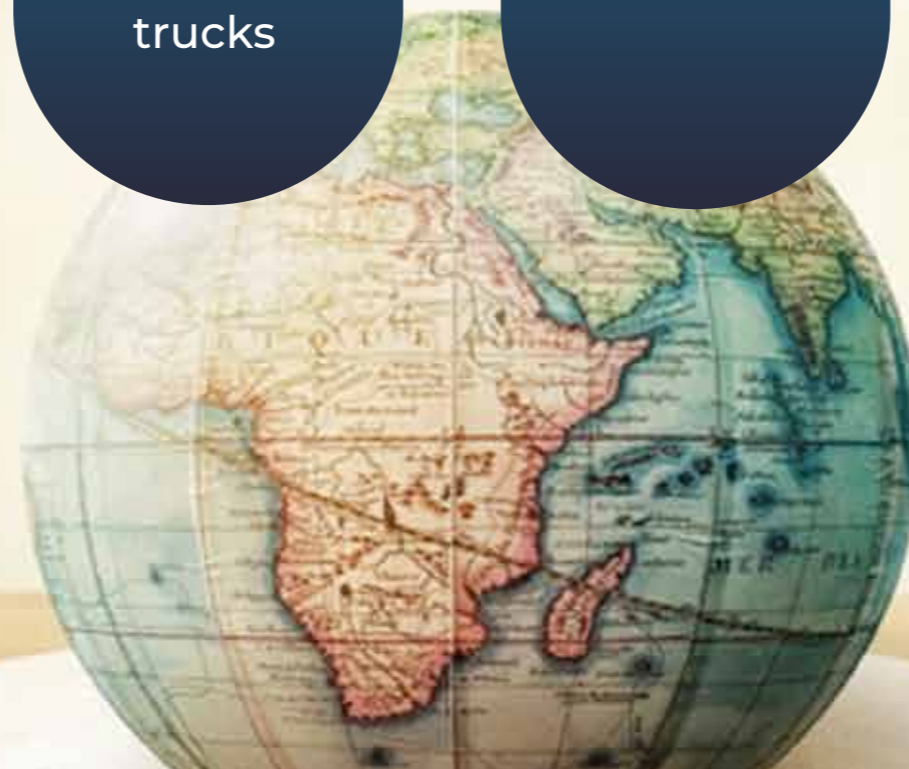
USD 2M
2022 Annual
turn over



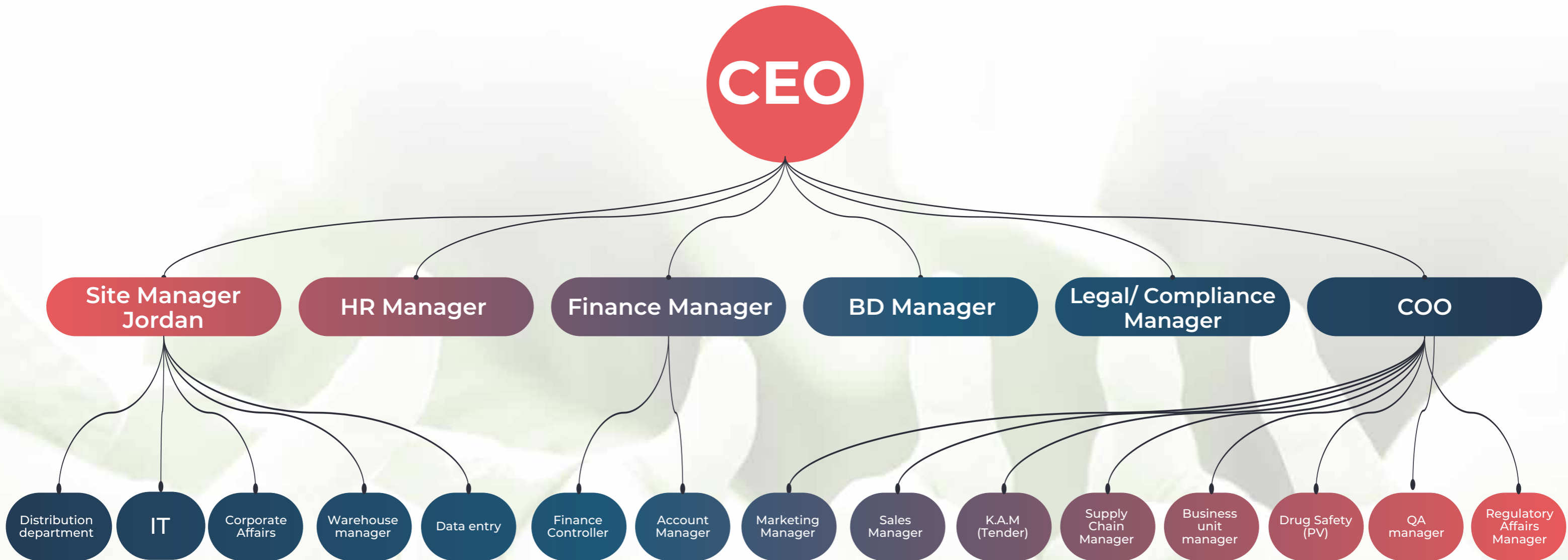
2
Different
Locations
(Offices &
Warehouses)
*Covering all
Iraq



4000 m³
Total
storage
capacity



ORGANIZATIONAL structure





Fully Business
Managing



Support



Accounting
Reports For
Customers



Financial



Weekly and
Monthly
Reports
Sending

- Full SAP implementation in all our affiliates since 2023.
- Performing rigorous documentation of SAP processes and presenting progress reports.

Logistics and distribution



- ✓ 2 different storage locations for improved agility.
- ✓ Orders are served within 24h from ordering.
- ✓ 60 Well Trained FTEs.
- ✓ 20 Temperature Controlled vehicles.
- ✓ 1 Cash Van

COLD Chain

- ✓ 3 cold rooms in Iraq.
- ✓ 24/7 temperature monitoring.
- ✓ Different storage conditions up to -20°C.
- ✓ Cold chain products distribute in cold boxes that are temperature monitored by data loggers.



REGULATORY & Registration Team

Our team Regulatory affairs team of Three “based in Iraq” of experienced regulatory professionals support our principals’ regulatory representatives in building up a knowledge data bank for assessment by the government on cost-effective novel or generic pharmaceutical products.

IN 2022:

- We registered & re-registered 7-9 products, (average timeline of 4-6 months).
- We submitted 10 new files.
- We registered 1 manufacturing sites.

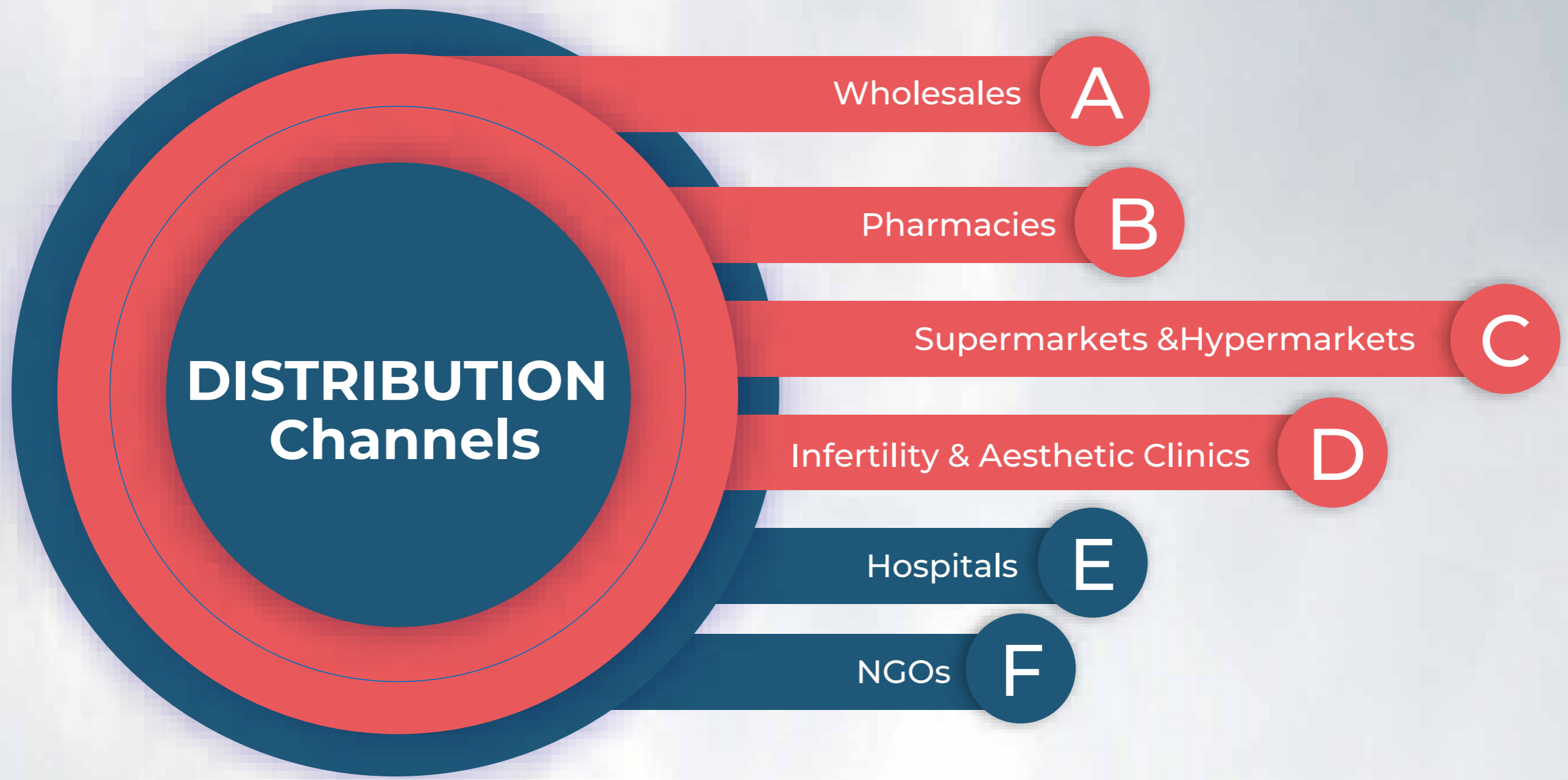
SALES Force



SALES FORCE Effectiveness (SFE)

- Reporting, monitoring and analysis of performance data, and sales activities to support recommendations to the sales management teams to develop and improve performance of sales.





- ✓ 97 % drugstores regularly covered.
- ✓ 90 % Pharmacies regularly covered.
- ✓ 91 % markets regularly covered.



OUR PARTNERS





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