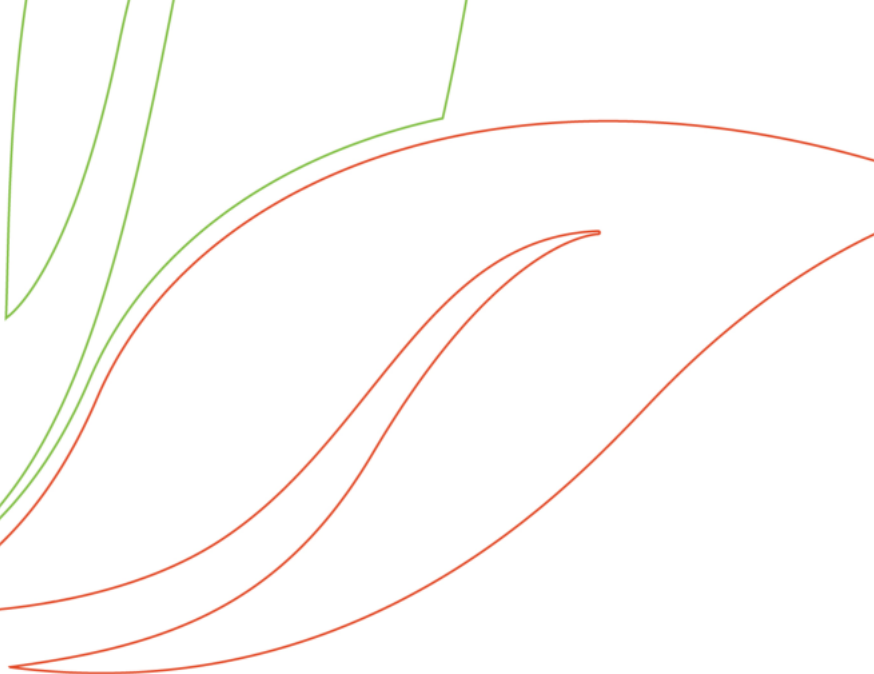




TRUST CARE COMMITMENT

Every line **speaks** about us



GULFDRUG
MAKING LIFE BETTER

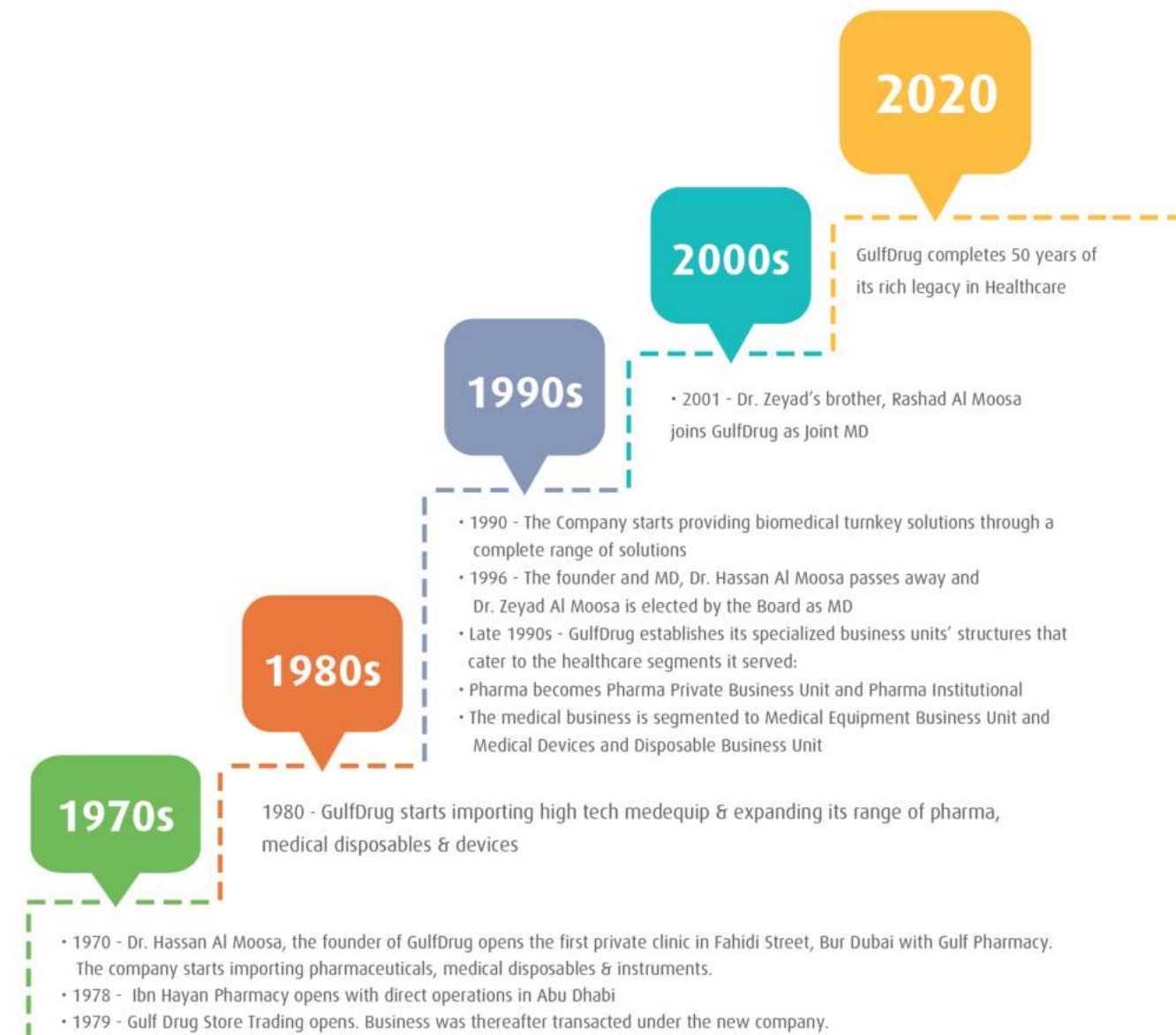


GULFDRUG

PROGRESS OVER THE YEARS:

ABOUT GULFDRUG

GulfDrug's history has been tied with the early history of healthcare in the UAE since its inception, providing for hospitals, clinics, pharmacies and other institutions in all of the UAE. GulfDrug was established in 1969, initially starting as a pharmaceutical importer then branching into other medical categories and has since then progressed side by side with the development, growth and maturity of the various health institutions in the UAE.



MISSION

To create and provide reliable quality and value for our customers, partners and stakeholders that will improve healthcare outcomes and services.

VISION

To be the customer's preferred provider of products, services and solutions in the selected segments of the healthcare industry that we serve.

PHILOSOPHY & VALUES

- To put customers and patients first
- To work with integrity and honesty
- To be responsible and knowledgeable
- To be diligent and thorough
- To be team players & high achievers

Regional Reach

Covering the entire UAE in various segments:





BUSINESS UNITS & SUBSIDIARIES

GulfDrug offers an extensive range of healthcare products and services through various business units. These units are leaders in their respective markets, given their excellence in managing, developing, and supporting leading brands. Each unit is managed by experienced business heads and equipped with the skills and resources necessary to run efficiently and provide outstanding service to their customers and suppliers.

PHARMACEUTICAL & CONSUMER HEALTHCARE RETAIL BUSINESS (PHARMA & CHC)

Pharma & CHC Business provides comprehensive pharmaceutical, OTC, herbal & consumer health products from world-class manufacturers and brands to the end customers. The main objective is to ensure a reliable and efficient supply chain with services such as 24-48 hour delivery, cold chain management and high-grade medical storage and distribution capabilities; audited by local and international medical supply chain experts regularly. To help in retailing Pharma & CHC also offers merchandizing services to its customers in various segments of the market.

Key markets and segments:

- Clinics & Polyclinics
- Independent and Chain Pharmacies
- Hospital Pharmacies
- Supermarkets, Groceries & Wholesale
- Department Stores and Bookshops



Suppliers

CONSUMER:

- Mentholatum - UK • Futuro (3M) - USA • Paul Hartmann - Germany • Fumakilla - Japan
- Banat - Turkey • Kamasutra - India • Liptis Nutrition - Switzerland

PHARMACEUTICAL:

- Boehringer Ingelheim - Germany • Pfizer- USA • GSK- UK • Sanofi- France • J.P.I- SA (Hikma)
- Glenmark- India • Acino-Switzerland • IBSA- Switzerland • DDD- UK • Abbott- USA
- Aspen Pharma • P.S.I.- SA • Riyadh Pharma- SA • Mylan- USA
- Prism Medical Equipment (Unilab-Philippines) • Nutricia - UK • Batterjee Pharmaceutical - SA
- Saja Pharmaceutical - Egypt • Dermatronics Ltd - UK • Kena Roots for Cosmetics - Jordan
- Bio-Kult - UK • Pharco Pharmaceutical - Egypt • Vita Vigor - USA • Unijules Life Sciences - India
- United Pharma - Canada • Soranus

PHARMACEUTICAL INSTITUTIONAL BUSINESS (PHARMA-INST)

Providing the most extensive range of pharmaceutical products required by most hospital institutions; The Pharmaceutical Institutional Business supports its suppliers in the market through its pre and post sales services. The main focus is to meet the requirements of the hospitals for high quality and reliable products backed by the most efficient and effective customer service in the market. Pharma-Inst caters to all governmental, semi-governmental and private in-patient hospitals pharmacies.



Key markets and segments:

- DHA
- Seha / HAAD
- Ghq/ GMSC
- Municipalities
- Police and Ministry of Interior
- MOH
- All in-patient Private Hospital Pharmacies
- Al Jalila Children's Specialty Hospital
- MOPA Hospitals
- Dubai Ambulance

Suppliers

Pharmaceutical:

- Abbott • Acino • Aspen • Atnahs • Batterjee • Biotest • Boehringer Ingelheim • Concordia Intl
- European Egyptian • Fresenius Kabi • Glenmark • Glaxosmithkline • Genpharm • J.P.I • Meroven
- Neovii • Nutricia • P.S.I • Pfizer • Riyadh Pharma • Sanofi (Genzyme) • Sobi



MEDICAL EQUIPMENT BUSINESS (MEDEQUIP)

At the forefront of the healthcare industry for 4 decades, Medical Equipment Business has led the way in the provision of innovative medical technologies. Through its comprehensive portfolio, featuring the latest products and solutions, Medical Equipment Business provides a unique platform to improve patient care and enhance clinical outcomes. GulfDrug has an accomplished reputation for the quality of medical equipment it provides, its responsive nature has positioned it as one of the best providers of such services in the Middle East region.



Medical Specialty Business Solutions

- Critical Care
- Clinical Workplace Solutions
- Dialysis
- Infection Control
- Gastroenterology and Endotherapy
- Medical Imaging
- Surgery
- Pharmacy Automation
- Medical Turnkey Projects
- Infrastructure Projects
- Mobile & Specialized Projects



Suppliers

CLINICAL WORKPLACE SOLUTIONS: • Midmark • Promotal • Welchallyn
• CAPSA Healthcare • francehopital • Paramount Bed • Pharmashelve • Seca
CRITICAL CARE: • Drager • Fresenius Kabi • Fujifilm Sensonite
DIALYSIS: • Fresenius Medical Care
GASTROENTEROLOGY AND ENDOTHERAPY: • Olympus
MEDICAL IMAGING: • EOS Imaging • Carestream • WILAMed
INFECTION CONTROL: • Steris • AirInSpace
INFRASTRUCTURE: • Drager • KLS Martin • Ackermann
• Sumetzberger • Transforma
MOBILE HOSPITALS: • Zeppelin Mobile System
PHARMACY AUTOMATION: • Pharmashelve Plus • Omnicell • Yuyama
• MPI • Kirby Lester • Sepha • Medical Packaging
SURGERY: • KLS Martin • Olympus • Steris • Donier

Operations

- Design Team
- Sales Support Engineers
- Sales Coordinators
- Procurement & Logistics
- Quality Control Supervisors

Life Cycle Solutions

- HospiNorm

PROJECT BUSINESS

Experience, perseverance and strong commitment to our clients' expectations and needs, positions GulfDrug as the leading provider of turn-key healthcare solutions.

Since its establishment back in 1999, the medical turn-key projects department has invested in a fully independent team of integrated technical support engineers, designers, quality control engineers, implementation engineers and operation engineers in a move to meet market potential and customer requirements.

Today GulfDrug leads the market for turn-key healthcare solutions with a set of in-house processes that ensures experienced planning, optimal design, project management and execution tailored to meet the client's specific requirements according to international standards.

SERVICES

- Medical Turnkey Projects
- Mobile Hospitals
- Hospital Design & Planning
- Infrastructural Systems
- Specialized Projects

HIGHLIGHTS

- ✓ \$1 Billion in Projects Completed
- ✓ Regional Market Leader
- ✓ Over 100 Completed Projects
- ✓ 252 members in the Projects team

PROJECTS

- SHEIKH SHAKBOUT MEDICAL CITY (FORMERLY AL MAFRAQ HOSPITAL)
- MOBILE HOSPITAL – GHQ & SEHA
- SHEIKH KHALIFA CENTRAL HOSPITAL – FUJAIRAH
- AL BARSHA DIALYSIS CENTER

Hospinorm Maintenance Management

Hospinorm Maintenance Management, is a subsidiary of Gulf Drug, providing total maintenance and implementation solution for any type of healthcare facility in the UAE and in the region.

Established in 2003, Hospinorm has more than 200 Highly skilled engineers and technicians; equipped with specialized testing devices and supported by enhanced logistics and IT systems, Hospinorm has positioned itself as the leading healthcare service organization in the UAE.

Authorized Service Provider for various medical equipment applications:

- Critical Care
- Imaging
- Endoscopy
- Dialysis
- Infection Control
- Surgery
- Pharmacy Automation
- Laboratory
- General Medical Equipment
- Infrastructure

Specialized Medical equipment Services

- Pre-sales and after sales technical support
- Service contracts tailored to clients' requirements
- Site preparation, installation and commissioning of medical equipment
- Warranty management
- Risk management and continuous quality improvements
- User training

Multi-Vendor Service Projects:

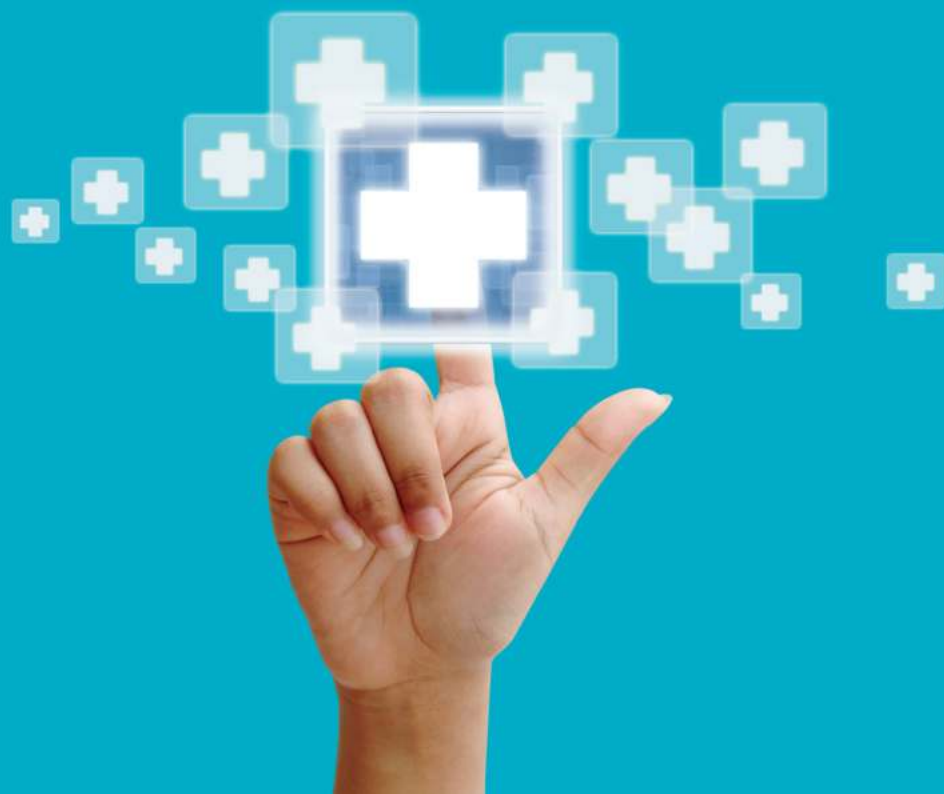
- Service & Maintenance management solutions for entire medical equipment in the hospital
- Onsite resident technical team including helpdesk
- Periodic preventive and corrective maintenance
- 24/7 service coverage
- Computerized Maintenance Management System (CMMS)
- Support healthcare facilities for audit preparation and JCI accreditation

MEDICAL SUPPLIES & INSTRUMENTS BUSINESS (MEDSUPPLY)

It is one of the most established businesses of GulfDrug, having started in the 70's. It is currently managed by specialty units, being promoted via dedicated teams and product specialists. The Medsupply business provides high quality disposables and instruments for the various medical specialties and laboratories in the UAE.

The Medsupply Business is organized and managed via

- Consumables Unit
- Instruments Unit
- Laboratory Unit
- Cardiovascular Unit
- Surgical & Infection Unit



Key Medical Specialties Covered:

- General Surgical
- Cardiovascular & Cath lab
- Infection Control
- Interventional Medicine
- Intensive Care & ENT
- Operating Room & Dialysis
- Emergency
- Obstetrics, Gynae & IVF
- Orthopedics & Radiology
- Blood Banks & General Laboratory
- Molecular Genetics
- Biomedical Engineering



Suppliers

CONSUMABLES UNIT: • Cardinal Healthcare • Cook Aortic Intervention • Cook Critical Care • Cook Endoscopy
• Cook Interventional Radiology • Cook Lead Management • Cook Peripheral Intervention • Cook Surgery • Cook Urology
• Cook Women Health • Cormedix • Genzyme (Teleflex) • Haemonetics (Blood Filter) • Pall Corp and Paul Hartmann

LABORATORY UNIT: • AESKU.Diagnostics GmbH & Co. KG • Azer Scientific Inc • Bioscientia • Eppendorf
• Hemocue • Mindray (Haematology) and Randox Laboratories • Mitsubishi Chemical Europe GmbH

INSTRUMENTS UNIT: • KLS Martin

SURGICAL & INFECTION UNIT: • BD Medical • B.Braun • Laboratories Anios
• LeMaitre Vascular GmbH • Optimum Medical

CARDIO VASCULAR: • Abbott Vascular

VETERINARY HEALTH SUPPLIES

The Veterinary business was established in 1998.

It covers veterinary pharmaceuticals, vaccines, feed additives, disinfectants, medical disposables and devices via its team of dedicated product specialists and sales personnel.



Suppliers

- Acme - Italy • Arabcomed - Egypt • Bioveta - Czech Republic
- Aesculap/B.Braun - Germany • Divasa - Spain • EW Nutrition - Germany
- Fresenius Kabi - Germany • Greveling Holding BV - Holland • GRASP - Brazil
- Heaton - UK • Horse Dental Equipment - France • IZO - Italy • Laboratoires Ceetal - France
- Laboratorios Zotal - Spain • Neofarma - Italy • Newborn Animal Care - France
- Pall Animal Health - USA • P.S.I. - Saudi Arabia
- Ranvet - Australia • Tithebarn - UK • Vaxxinova - Germany • Vivus - UK

SUBSIDIARIES AND SISTER COMPANIES

The founder and partners of GulfDrug have dedicated their efforts and focus to develop and maintain their commitment to its customers and patients for outstanding products and services.



Hospinorm

Hospinorm Maintenance Management, is a sister company of GulfDrug. With 200 highly trained engineers and technicians, Hospinorm is serving its customers in the UAE since 2003.

It provides maintenance services for a wide range of medical equipment for various applications such as imaging, intensive care, ward equipment, endoscopy, laser, dialysis, operating rooms, lab equipment, sterilization etc.



Al Moosa Medical Center

Established in 1969, Al Moosa Medical Centre is one of the oldest and trusted names in Dubai for qualitative outpatient care. A multi-specialty medical center & polyclinic; Al Moosa Medical Centre is located in Jumeirah and Sharjah, providing qualitative medical services to patients in Dubai and the entire UAE.



Gulfmed Freezone Company

Established in 2003, GulfMed is today considered a specialist in Medical Supplies, Pharmaceuticals and Wellbeing products. Based at the Dubai Airport Freezone, GulfMed caters to the requirements of suppliers and customers for qualitative medical products and homecare solutions.



NephroArabia

Established in 2018; Its objective is to provide dialysis management services to its clients in the UAE and the region. With over 30 years of experience in the field of outsourcing dialysis with world class centers and companies; NephroArabia is well positioned to be a pioneer in the region in such services.



SteriArabia

Established in 2019; its objective is to provide sterilization outsourcing services to its clients in the UAE and the region. With over 20 years of experience in the field of Disinfection and Sterilization & Instrumentation Management; SteriArabia is well positioned to be a pioneer in the region in such services.



GULF PHARMACY

GulfDrug's endeavor in the field of retail pharmacies. Positioned as neighborhood pharmacies; run by qualified professionals, these pharmacies cater to the residents of UAE promoting quality care products and services.



ARABIAN HOME HEALTHCARE

UAE's first and most trusted name for Home Healthcare Retailing and Products since 2001. With branches in Dubai, Abu Dhabi, Sharjah and Amman (Jordan), providing convenient solutions and a one stop shop for customers and patients to have the best access, service and medical advice to most outpatient product requirements.





**SUPPORT
DEPARTMENTS**

LOGISTICS & WAREHOUSING

With over 50 years of experience in importation, storage, delivery and supply chain management, GulfDrug has achieved a very high level in Medical Supply Chain Management expertise; fine-tuning its operations with its state-of-the-art ERP inventory management systems, providing correct and timely information and services to its clients, both internal and external.

Key Capabilities & Achievements:

- Total Warehousing Capacity 150,000 sqft
- With 2 Warehouses in Dubai and subsidiary in Abu Dhabi (cooled)
- Main Warehouse in Dubai and subsidiary in Abu Dhabi (cooled)
- Delivery fleet with over 31 cooled vans & trucks
- ISO 9001-2008 certified since 2002, upgraded to ISO 9001-2015 & ISO 14001:2015 in November 2017
- EU-GDP 2013/C 343/01 (Good Distribution Practices) Certified in October 2016.
- TAPA (Transported Asset Protection Association) Certification in March 2017.
- Full cold chain capabilities from receipt to delivery
- Oracle Ebiz 12.1 ERP Inventory MIS system



FINANCE

Over the years, our Finance Department has ensured streamlined and optimized transactions, cash flow, and banking relationships to ensure continuous business growth and stability. GulfDrug has a very solid relationship with leading international, regional and local banks such as HSBC, Standard Chartered, Mashreq, Emirates NBD, FAB, FNB, UAQ, and Arab Bank; while the audits are handled by Ernst & Young.



HUMAN RESOURCES & ADMINISTRATION

Human Resources Department offers professional people management services to its employees and management in line with the business strategy of GulfDrug. It meets international and local quality standards by providing implementation and guidance on human resources policies and procedures aligned with the UAE labor law; ensuring that core best practice HR services are available to employees and managers, such as recruitment and onboarding, employee relations, government relations, training, and medical insurance. Human Resources Department offers an automated systematic approach to employee data and reporting to ensure effective decision-making by the management and relevant business stakeholders.



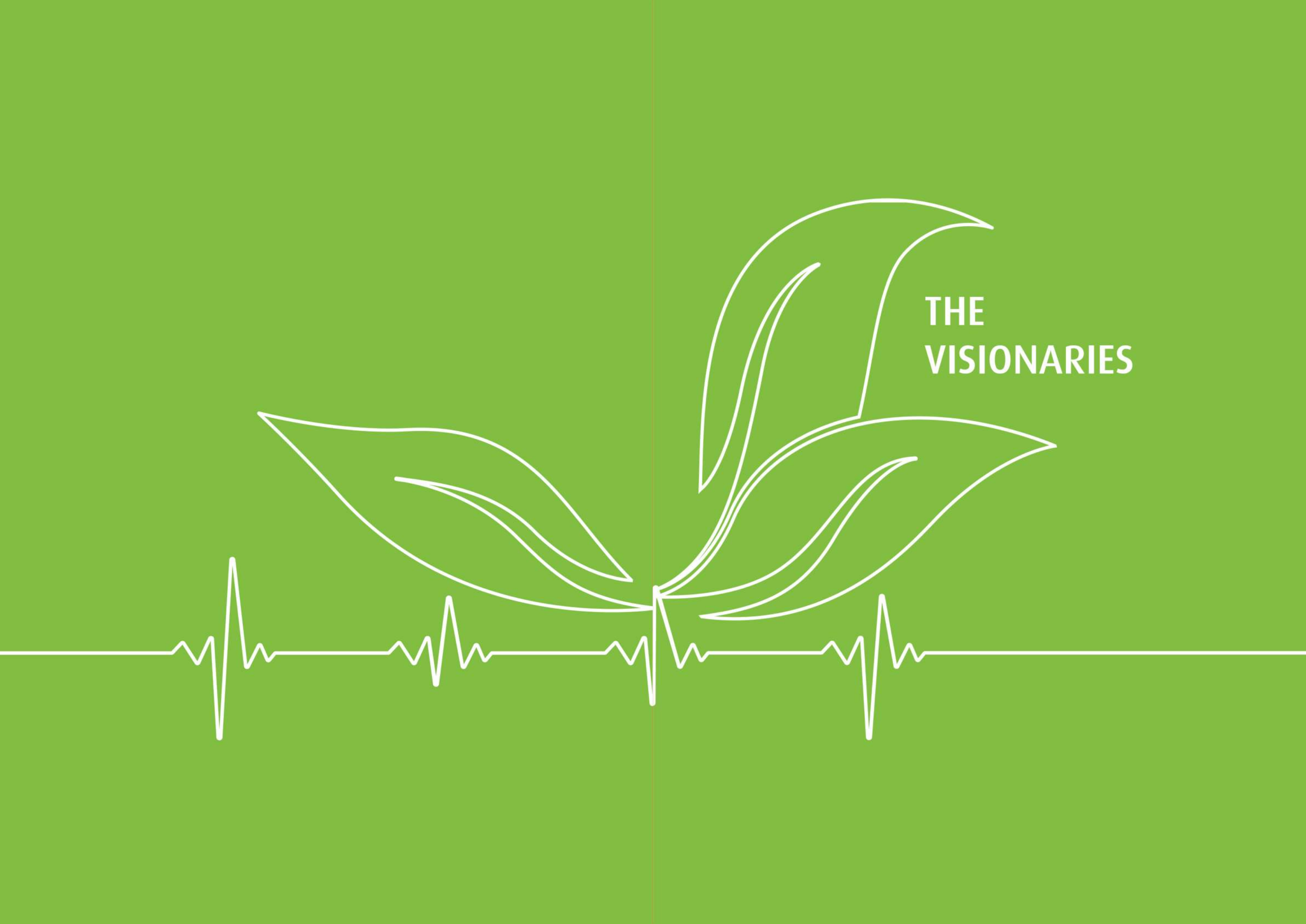
MANAGEMENT INFORMATION SYSTEM (MIS)

The global healthcare industry is growing at a fast rate and is one of the areas that have the most urgent need of automation. GulfDrug aims to be at the forefront of Medical Supply Chain Management in the UAE and therefore has continuously upgraded and developed its technological abilities to keep improving its operation and services to its clients and colleagues, Improving our seamless operational control, Quality Care, Streamlined operations and using Electronic Dynamic Reporting. These tailor-made IT solutions are in step with the latest development in Information Technology and ensure that the group offers the most efficient and advanced services to its clients.

GulfDrug has achieved huge milestones accordingly by being one of the few companies in the region utilizing the following Business Solutions under one roof successfully:

- Oracle Ebiz
- Siebel
- IBM Maximo
- IBM Lotus Notes



A minimalist white line drawing on a green background. A horizontal line with a heartbeat pattern runs across the lower third of the image. From the center of this line, a plant grows upwards. The plant has a central stem and several large, pointed leaves. The leaves on the left are slightly curved downwards, while the leaves on the right are more upright and layered. The text 'THE VISIONARIES' is positioned to the right of the plant's leaves.

THE VISIONARIES



Dr. Hassan Al Moosa The Founder

A true visionary, Dr. Hassan Al Moosa founded GulfDrug in 1969 with an aim to provide quality healthcare products for clinics, pharmacies, and hospitals in the UAE. He completed his education as a medical doctor in Heidelberg Germany, and started practicing in 1969 at Dr. Hassan Al Moosa Private Clinic, currently known as the Al Moosa Medical Center. As a medical professional and entrepreneur, he developed and nurtured the company diligently, selecting only the best of medical products and professionals to serve the healthcare needs of the UAE. He passed away in 1996, leaving behind a legacy of quality, care, and trust for the Al Moosa and GulfDrug family to follow.



Dr. Zeyad Al Moosa

Managing Director, Partner, and Member of the Board of GulfDrug

A US-educated pharmacist, Dr. Zeyad Al Moosa took over the management position in 1996 and has maintained and developed the legacy set by the founder Dr. Hassan Al Moosa.



Mr. Rashad Al Moosa

Joint Managing Director, Partner, and Member of the Board of GulfDrug

A Finance graduate educated in the US, Mr. Rashad Al Moosa joined the GulfDrug business in 2001. Since then he has optimized the company's performance and has taken it to new heights.



THE GULFDRUG GROUP

GulfDrug is a family that makes life better for millions of people across the Middle East region every day.



GULFDRUG
MAKING LIFE BETTER



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