



GULF PHARMACEUTICAL INDUSTRIES



MARKET

Gulf Pharmaceutical Industries (Julphar) was established in the year 1980 under the able guidance of H.H. Sheikh Saqar Bin Mohammed Al Qasimi, the Ruler of Ras Al Khaimah. His Highness etched his everlasting legacy when he envisioned a pharmaceutical company that would make UAE self sufficient in all of its therapeutic needs, providing quality medicine at affordable prices. Since its inception Julphar has grown into a world class, state of the art pharmaceutical manufacturing company of the Arab World. Julphar has the distinction of not only being the first pharmaceutical company in the UAE but also one of the largest in the entire Middle East region. Since its first commercial production in 1984 Julphar has become a true multinational organisation, traveling great distances. With its production plants located in the UAE and Germany and its products being marketed across the globe in 51 countries and 5 continents, Julphar has truly become a representative of the UAE's entrepreneurial capabilities.

Julphar has traveled a long distance but it has to go further to achieve its goal of being a Billion Dirhams Company. Over the last decade Julphar has seen an increase in its revenues by 13.%(CAGR) and, during the corresponding period, Julphar's earnings have increased by 16.4%(CAGR)

which is an achievement in itself. Julphar has been able to double its turnover every five years and improved its profits by more than 100%. This gives them the belief and strength to declare that they will be a Billion Dirhams company by 2010.

ACHIEVEMENTS

From a relatively humble start, Julphar has grown into a world-class Pharmaceutical Manufacturing Company. Over the years their line of products extended into a vast range of therapeutic areas. They have successfully penetrated the markets in more than fifty countries, each governed by their own registration regulations.

Julphar have developed the most advanced biotechnology laboratory and production facilities in the region, which renders them capable of manufacturing the entire requirement of Erythropoietin, Interferon, GCSF (Granulocyte Colony Stimulating Factor) and interleukin for the Middle East.

Considerable effort is made to ensure that the specific requirements of biotechnology features and

'hard-to-do' products are fulfilled. These are areas in which they have distinguished themselves and towards which they remain increasingly committed. Julphar's manufacturing arm operates on a large scale and covers a wide range of pharmaceutical manufacturing needs. The establishment of this facility was another positive move towards attaining global competitiveness in the generic market. Julphar is honoured to be recognised as leaders in the Middle East in this area.

These are achievements which they are proud to mention for two reasons. From a business perspective their operation leads to exceptional results every financial year. On the other hand, they feel that this success fulfils their social responsibility towards the Gulf region.

HISTORY

Since its inception in 1980 Julphar has progressed in leaps and bounds to become the premier pharmaceutical manufacturer in the region. Julphar's products are purchased and trusted by both the general public and also the medical profession, especially those who are concerned at the increasingly high cost of drugs in today's world.

In line with the company's vision of becoming synonymous with Pharmaceutical manufacturing excellence in the Middle East, Julphar has completed construction of Julphar – VIII and IX plant. These plants will establish Julphar firmly on the map of Anti-Biotic manufacturers in the Middle East. Julphar has also established a new company "Planet Pharmacies LLC" in collaboration with the leading private equity investment company of Kuwait "Global Investment House". The new setup is expected to create greater visibility to Julphar brand of products while reducing their marketing expenses in the long run. The new company will be one of its kind in the Middle East and their association with the establishment will add value to the bottom line as well as the



top line of Julphar. They have transferred their subsidiaries of JDS Distribution and Awafi Drug Store initially and the remaining divisions will be transferred subsequently. The new company's capital will be 900 million and Julphar will have a 40% stake while the private equity partner will hold 60% in the new company. Another significant development is that Julphar will establish its own transportation company, MENA Cool Transportation Company. Medicines are of specialised nature. They need transportation and handling practices of highest standards and efficiency. However the pace of growth experienced in the region has affected the efficiency in delivering medicines to the markets and customers on time. The new company is



expected to help Julphar control its delivery schedules more effectively and save considerable revenue loss. With their own trucking company they can ensure that the storage conditions and the proper temperature will be maintained during transportation of the medicines. By this they can ascertain that the quality of their products are retained. Julphar will strive to be the best in every operation undertaken and will work towards becoming the benchmark for the industry in the region.

PRODUCT

Julphar's core competence is its manufacturing and marketing abilities. The company has been a trendsetter in the every aspect of Pharmaceutical



Manufacturing in the Middle East. The facilities of Julphar are state-of-the-art and its quality standards are at par with industry standards across the world. Julphar has more than 800 formulations and 184 brands under its flag with products in every major Therapeutic category. Julphar's product range includes Analgesics, Anti-Malarial, Anti-Biotic, Anti-Amoebic, Anthelmintics, Antihistamines, Vitamins and Steroids.



With presence in almost all the generic categories Julphar is indeed a one-stop solution to many of the regions' pharmaceutical needs. Julphar's commitment to quality has resulted in its state of the art manufacturing facilities and procedures. Their continuous endeavour to maintain the quality is reflected by their achieving ISO 9001 and ISO 14001 certification. Recent accreditation of its injection plant by FDA and attaining EU-GMP Certification is yet another ratification of their commitment to quality. Gulf Pharmaceutical Industry's manufacturing facilities for bulk drugs and dosage forms comply with the stringent requirements of Good Manufacturing Practices (GMP) and Good Laboratory Practices (GLP), and are approved by international health and regulatory agencies such as the US FDA. These practices and approvals ensure that an effective framework is always in place, not only for manufacturing of high-quality products, but also for the effective use of resources and reduction of wastes. Julphar has seven state of the art Drug Manufacturing facilities, each adhering to the highest standards of Production and Manufacturing practices. One is located in Germany and the rest are in the UAE. Having all the generic categories, Julphar is indeed a one-stop solution to many of the regions pharmaceutical needs.

RECENT DEVELOPMENTS

In line with the company's vision of becoming synonymous with Pharmaceutical manufacturing excellence in the Middle East, Julphar has completed construction of Julphar – VIII and IX plant. These are expected to commence commercial production by May 2009. These plants will establish Julphar firmly on the map of Anti-Biotic manufacturers in the Middle East.



BRAND VALUES

Julphar's commitment to meet the highest standards of excellence extends beyond current national or international regulations, which is evident from the FDA approval to export Julphar injectables to the USA, the compliance of Julphar manufacturing practices to the EU GMP and the approval to export its products to the European Community. It is one of their key concerns to respect the standards that govern pharmaceutical practice.

Julphar's mission is to give access to quality medicines at affordable prices. They aim to continue being the first to enter promising markets and to take on 'hard-to-do' products. They want to keep strengthening their market position in generics and maintain their lead in the Middle East - extending to the rest of the world.

www.julphar.com



Things you didn't know about julphar

Julphar has developed the most advanced biotechnology laboratory and production facilities in the region.

Julphar has more than 800 formulations and 184 brands under its flag.

Julphar intends to be a Billion Dirhams company by 2010.

The facilities of Julphar are state-of-the-art and its quality standards are at par with industry standards all across the world.

Julphar markets its products across the globe in 51 countries and 5 continents.

Superbrands