

# AL EWAN MEDICAL COMPANY

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The image features a blue gradient background that transitions from a dark blue at the top to a lighter blue at the bottom. A white rectangular box is centered horizontally and contains the text "MISSION & HISTORY" in a bold, yellow, sans-serif font. The text is the primary focus of the image.

# **MISSION & HISTORY**

# AL EWAN MEDICAL COMPANY

*(Mission)*

- Provide comprehensive and sustainable healthcare services in the region in a profitable manner.



# AL EWAN MEDICAL COMPANY

## *(History)*

- Formed in 1993 as Al Ewan Medical Est. as a single owner entity.
- Purpose of starting as establishment
  - To incorporate partners with professional excellence
  - Expedite the market entry by having a legal entity
  - Have a legal platform to look for potential companies and conclude distributorship agreements
- Intended Activities
  - Marketing & Sales
  - Hospital Operations
  - Consultancy
  - Human resource development
- Converted into company on 26/2/1996



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# **MANAGEMENT PROFILE**

# AL EWAN MEDICAL COMPANY

## *(Board of Directors)*

- **Mr. Saleh Al Fahhad**

- Chairman
- Petroleum Engineer
- PhD in Business Administration
- Leading entrepreneur

- **Dr. Saad Madhi Al Madhi**

- Director General & member board of directors
- PhD in Hospital management
- MPH from Toluene University, USA
- More than 20 years working experience in MOH at decision making positions
- Worked as hospital director for various hospitals, director general of different health regions, director general of pharmaceutical licenses and registration and director general for medical supplied

- **Dr. Salim Babhair**

- Member, Board of Directors
- PhD (Industrial Pharmacy)
- Expert in managing pharmaceutical manufacturing facilities.
- Ex Vice President SPIMACO Pharmaceuticals, Business development, regulatory Affairs and technical Dept.

- **Mr. Ahmed Al Fahhad**

- Member, Board of Directors
- BA
- Entrepreneur



# AL EWAN MEDICAL COMPANY

## *(Executive Management Profile)*

- **Dr. Saad Madhi Al Madhi**

- Director General & member board of directors
- PhD in Hospital management, MPH from Toluene University, USA
- More than 20 years working experience in MOH at decision making positions
- Worked as hospital director for various hospitals, director general of different health regions, director general of pharmaceutical licenses and registration and director general for medical supplied

- **Dr. Salim Babhair**

- Supervisor General, Marketing & Sales Division
- PhD (Industrial Pharmacy)
- Expert in managing pharmaceutical manufacturing facilities.
- Ex Vice President SPIMACO Pharmaceuticals, Business development, regulatory Affairs and technical Dept.

- **Dr. Wahed Ali Khan**

- Director, Medical Operations
- MD, DCH, DTM&H, MPH (Harvard)
- More than 20 years working experience in MOH at various technical positions.
- More than 15 years of experience in private sector management & administration.

- **Mr. Shahzad Yousaf Awan**

- Marketing & Sales Manager
- B.Pharm, MBA
- More than 15 years of experience in pharmaceutical sales & marketing.
- Worked in sales & marketing division of Borroughs Wellcome.

- **Mr. Khalil Al Hindi**

- Sales Supervisor
- B. Pharm
- More than 25 years of sales experience in Saudi Pharmaceutical market
- Worked in sales, training & registration dept. of Roche & E.Merck.



# AL EWAN MEDICAL COMPANY

## *(Sales Management Profile)*

- **Dr. Moazzam Khokhar**
  - MD, MRCS
  - Assistant Sales Manager
  - More than 10 years experience in hospital operating rooms and medical device sales
- **Dr. Aftab Hussein**
  - MD
  - Assistant Sales Manager
  - More than 10 years experience in hospital operating rooms and medical device sales
- **Mr. Siddique Choudhry**
  - B. Pharmacy
  - More than 25 years experience in medical device and pharma sales i.e. Ciba Geigy, Abbott
  - Branch Manager, Eastern region





# **AL EWAN ACTIVITIES & TURNOVER**

# **AL EWAN MEDICAL COMPANY**

## ***(Business Segments)***

- **Marketing & Sales**
  - **Pharmaceuticals**
  - **Orthopedics**
  - **Spine & neurosurgery**
  - **Thoracic & pediatric surgery**
  - **Maxillo facial surgery**
  - **Diagnostics I.e. instruments & kits**
  - **Disposables**
- **Provision of Healthcare Services**
  - **Hospital operations**
  - **Private healthcare facility**
- **Supply of Ambulances**



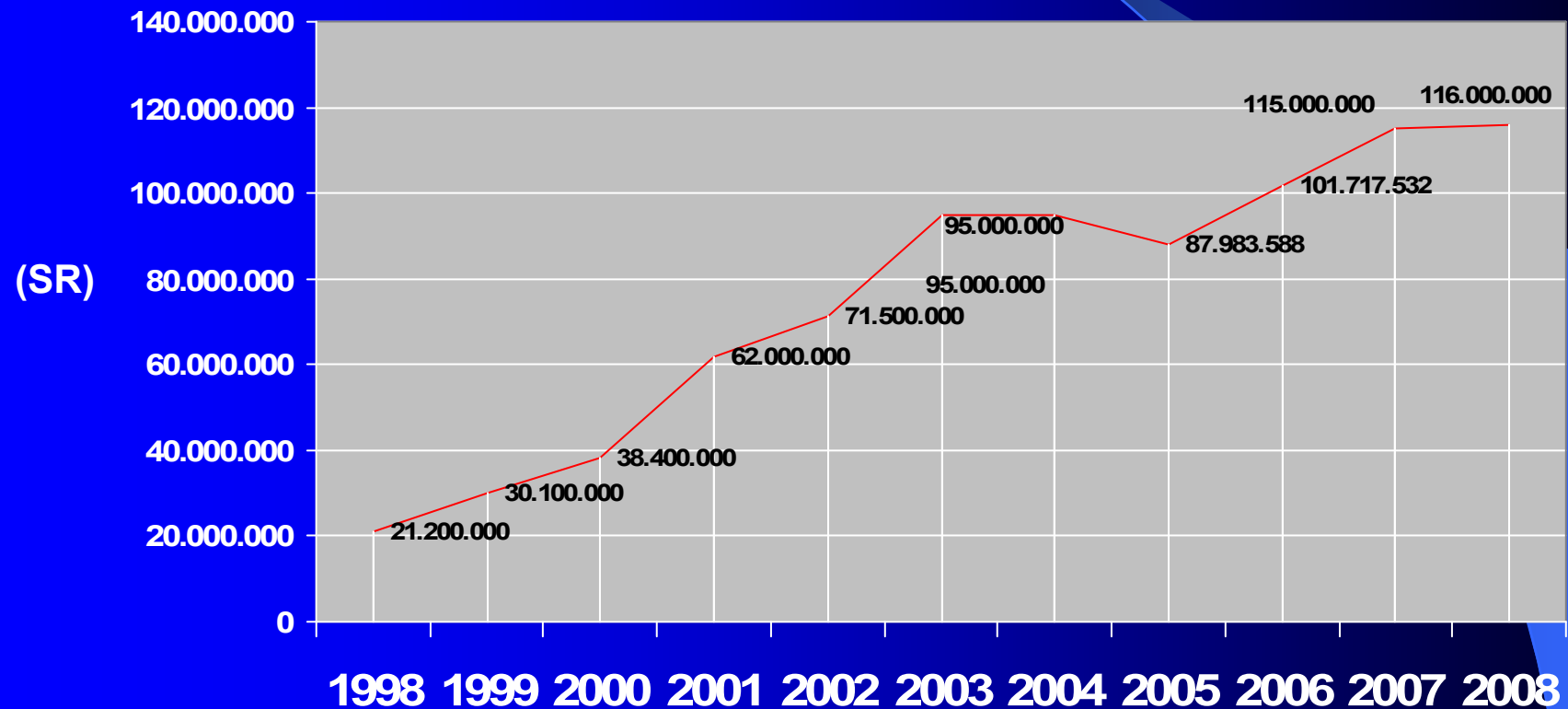
# AL EWAN MEDICAL COMPANY

## (Branches & Site Offices)



# AL EWAN MEDICAL COMPANY

## *(Corporate Turnover)*



The image features a blue gradient background that transitions from a lighter blue on the left to a darker blue on the right. A white rectangular box is centered horizontally and contains the text 'AL EWAN PHARMACEUTICAL DIVISION' in a bold, yellow, sans-serif font. The text is arranged in two lines: 'AL EWAN PHARMACEUTICAL' on the top line and 'DIVISION' on the bottom line.

**AL EWAN PHARMACEUTICAL  
DIVISION**

# **AL EWAN MEDICAL COMPANY**

*(Pharmaceutical Division)*

- The ownership of Al Ewan consists of healthcare professionals who have worked in various senior positions in pharmaceutical regulatory authorities and have vast experience in pharmaceutical regulatory affairs and marketing.



# CLIENTS

- **Ministry of Health**
  - Annual SGH tenders for pharmaceuticals
  - Local purchase orders
- **Non-MOH Govt. Customers**
  - Ministry of Defense i.e. military hospitals
  - Ministry of Education i.e. university hospitals
  - National Guards Hospitals
  - King Faisal Specialist Hospitals



# CLIENTS

- **Non-MOH Govt. Hospitals**
  - Security Forces Hospitals
  - Royal Commission Hospitals
- **Private Hospitals**



# AL EWAN MEDICAL COMPANY

*(Pharmaceutical Business Competency)*

- Owned & managed by competent & experienced healthcare professionals from pharmaceutical business.
- Regulatory knowledge.
- Excellent corporate good will.
- Links with the key prospects.
- Established Infrastructure.
- Licensed for pharmaceutical business.



The image features a blue gradient background that transitions from a lighter blue on the left to a darker blue on the right. A white rectangular box is centered horizontally and contains the text "REGULATORY AFFAIRS" in a bold, yellow, sans-serif font. The text is the primary focus of the image.

# **REGULATORY AFFAIRS**

# GCC CENTRALIZED COMPANY REGISTRATION

- The idea of centralized registration was initiated in 1997.
- The program is implemented from 4<sup>th</sup> July 2000.
- GCC Health Secretariat is located in Riyadh, Saudi Arabia.
- The registration process is carried out in Riyadh by the GCC Central registration committee.



# GOALS OF GCC CENTRALIZED COMPANY REGISTRATION

- Unify registration of pharmaceutical companies for G.C.C.
- Unify the regulations and procedure for pharmaceutical companies and its products.
- Unify the registered prices for pharmaceuticals marketed in G.C.C.
- Unify the required information and requirements for pharmaceutical registration.
- Verify that the manufacturers follow the GMP.
- Post marketing surveillance for product quality and its side effects.
- Use medicines with optimum benefits and less cost.



## **GCC CENTRALIZED COMPANY REGISTRATION**

- If a company is already registered in a number of GCC countries, it facilitates the registration process.
- Over next few years, all companies have to be registered centrally.
- For a new company it is feasible to apply for central registration.



# BENEFITS OF CENTRALIZED REGISTRATION

- The manufacturer can register itself and products by central registration, in all GCC countries (i.e. KSA, Kuwait, Qatar, Bahrain, UAE and Oman), which reduces the time & cost of regulatory process





**STEPS FOR PHARMACEUTICAL  
COMPANY INTRODUCTION IN SAUDI  
ARABIA**

# SAUDI ARABIA

(Steps to introduce a pharma company in Saudi Arabia)

- Letter of Authorization
- Finalization of distributorship agreement
- Registration of distributorship agreement in Ministry of Commerce (MOC).
- Centralized Company registration in GCC Executive Board Office & Qualification for SGH tenders
- Product registration in GCC Executive Board Office & Qualification for SGH tenders and non tender business.

Some of the steps can start simultaneously.



# Time Frame for Required Steps

Months

1 2 3 4 5 6 7 8 9 10 11 12

	1	2	3	4	5	6	7	8	9	10	11	12
1) Contractual												
1.1) Letter of Authorization	→											
1.2) Agency Agreement	→	→										
1.3) Registration in MOC			→									
2) Central Registration of company												
2.1) File preparation		→	→									
2.2) Review of registration file				→	→	→	→	→	→			
2.3) GCC delegate factory visit										→	→	→
3) Product registration												
3.1) File preparation				→	→	→	→	→	→	→	→	→

The time frame is based on assumption that the company promptly responds to all inquiries about company registration and product registration files.



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# **JUSTIFICATION FOR PARTNERSHIP**

## WHY AL EWAN CAN BE CONSIDERED A POTENTIAL PARTNER?

- Al Ewan has the necessary regulatory and marketing experience for pharmaceutical tender and non-tender business.
- Al Ewan ownership have vast experience in pharmaceutical business and understand the business requirements. i.e. regulatory and commercial.
- Al Ewan has the required manpower, logistics and infrastructure to distribute pharmaceutical products.
- Business knowledge and contacts in GCC countries.



# AL EWAN INTENT

- Mid Term

- Represent pharmaceutical manufacturers that are registerable in GCC countries and have potential high end patented pharmaceuticals, biopharmaceuticals, first generics or biosimilars.

- Long term

- Pharmaceutical Manufacturing joint venture



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**THANK YOU**