

تبوك
الدوائية



tabuk
pharmaceuticals



Our core lies in quality,
performance and courage

Tabuk Pharmaceuticals develops, manufactures, markets and distributes branded generic pharmaceuticals and under-licensed products globally, with a strong focus on the Middle East and North Africa region.

Aspirations

ESTABLISH

a leading position in the MENA region

DEVELOP

a pioneering organization

ARCHITECT

a diversified portfolio of medicines

STRIVE

for operational excellence across functions and geographies

BUILD

a multicultural workforce

NURTURE

industry top-talent



Fast facts



Found in
1994 in Riyadh, KSA



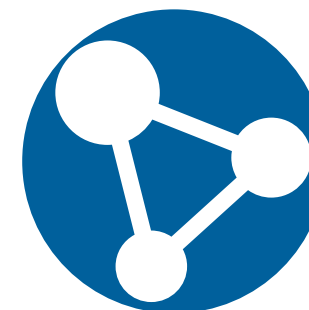
Largest private Saudi
pharmaceutical
company



2000
employees



Portfolio registered in 5
European countries



Commercial operations
in 25 countries



4 active manufacturing
sites, 1 under study



+25% CAGR sales
growth



More than 250
registered products



Only facility in KSA for
lyophilized injectables

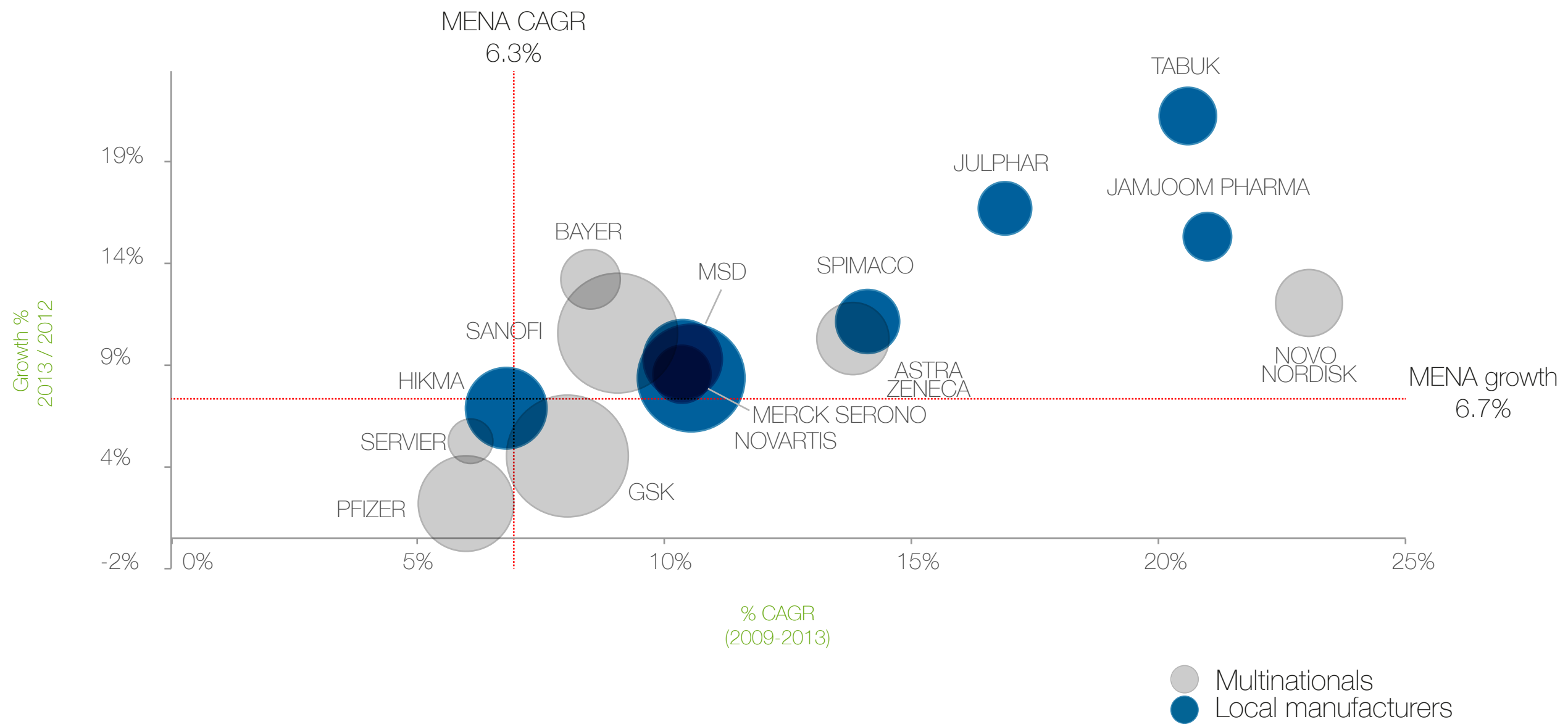


A range of business activities

- **Developing and marketing** a wide range of branded generic and under-licensed products in various forms and dosages.
- **Manufacturing** high-quality products at sterile and non-sterile cephalosporin and non-cephalosporin plants.
- **Distribution** of pharmaceutical products in 25 countries worldwide.
- **Representation** of several international companies in the field of pharmaceuticals, cosmetics, medical devices and food supplements through our dedicated agency and distribution arm.

Tabuk Pharmaceuticals
has outperformed the
industry in MENA

Top 15 corporations



Source:
IMS Health. Coverage only includes retail markets for Saudi Arabia, UAE, Kuwait, Lebanon, Jordan, Egypt, Algeria, Morocco and Tunis.
The size of the bubble represents 2013 IMS sales.

A rich portfolio in key therapeutic areas



Cardiovascular

Rich generic portfolio for blockbuster products in hypertension, hypercholesterolemia, atherosclerosis and angina



Central nervous

Broad portfolio for leading products in epilepsy, psychosis and depression



Musculoskeletal

Effective portfolio for generic and under-license muscle relaxants, NSAIDs and anti-osteoporosis treatment



Infectious

Diverse generic and under-license portfolio to treat mild, moderate and severe infections



Respiratory

High-quality treatments in asthma and allergy



GI and diabetes

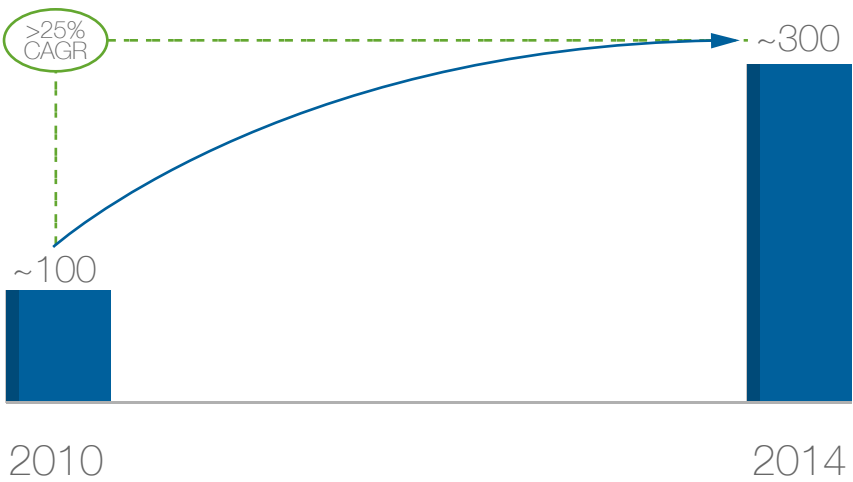
Strong generic portfolio in gastrointestinal disorders and diabetes



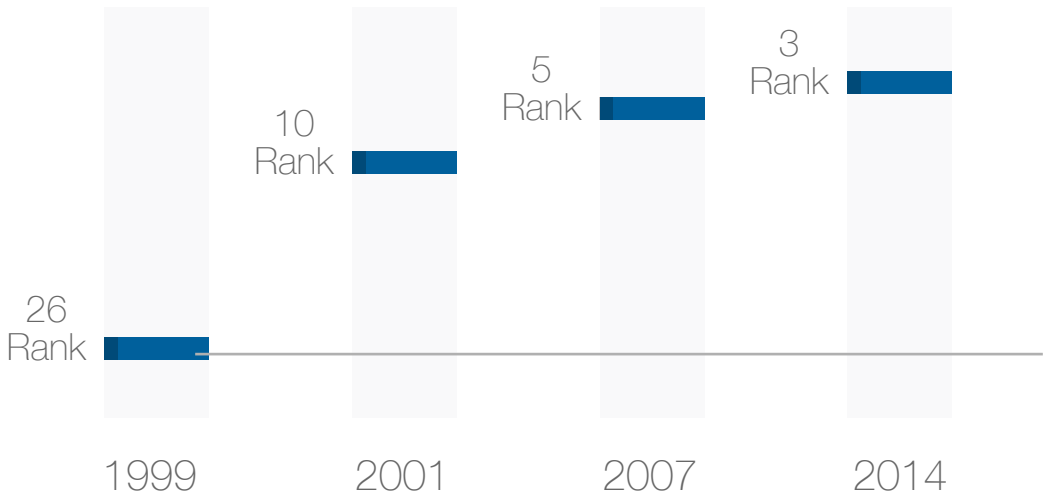
A sustained growth momentum

A consistent growth trajectory

USD, millions

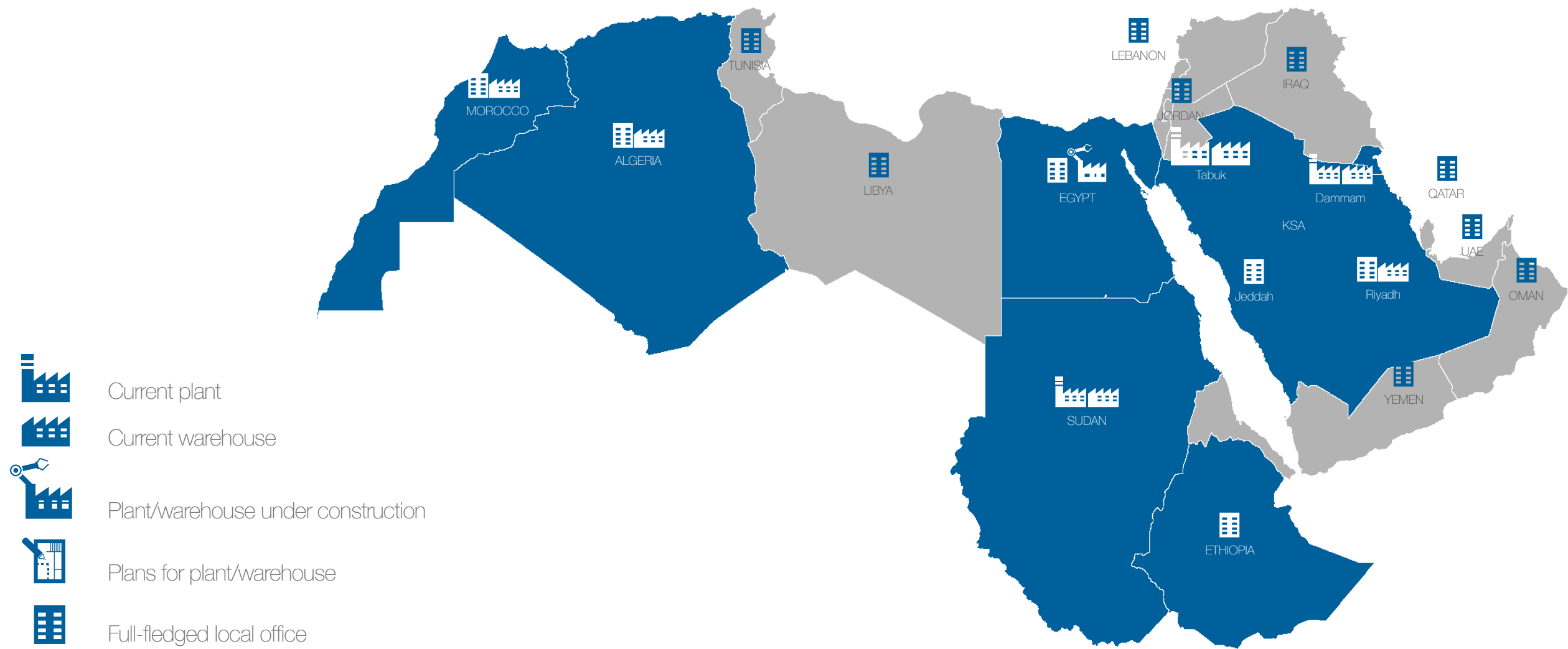


A leading market position

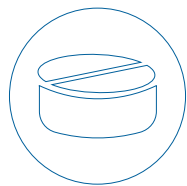


Source:
1. Data on file, financial information
2. IMS Health Saudi Arabia Retail Market, Q1 2013

A strong local presence across MENA



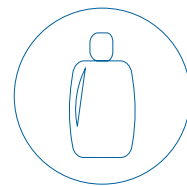
2.5
Billion/Year
Tablets



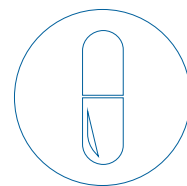
46
Million/Year
Inj. Vials



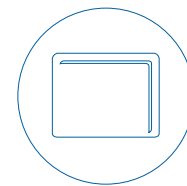
5
Million/Year
Shampoo



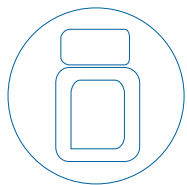
625
Million/Year
Capsules



6
Million/Year
Sachets



12
Million/Year
Dry oral
suspensions



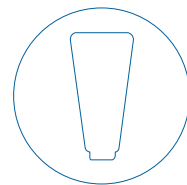
8
Million/Year
External
solutions & lotions



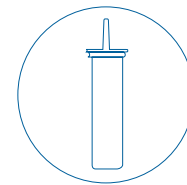
31
Million/Year
Oral
syrops, suspensions



9
Million/Year
Ointments
& creams



3
Million/Year
Nasal
spray



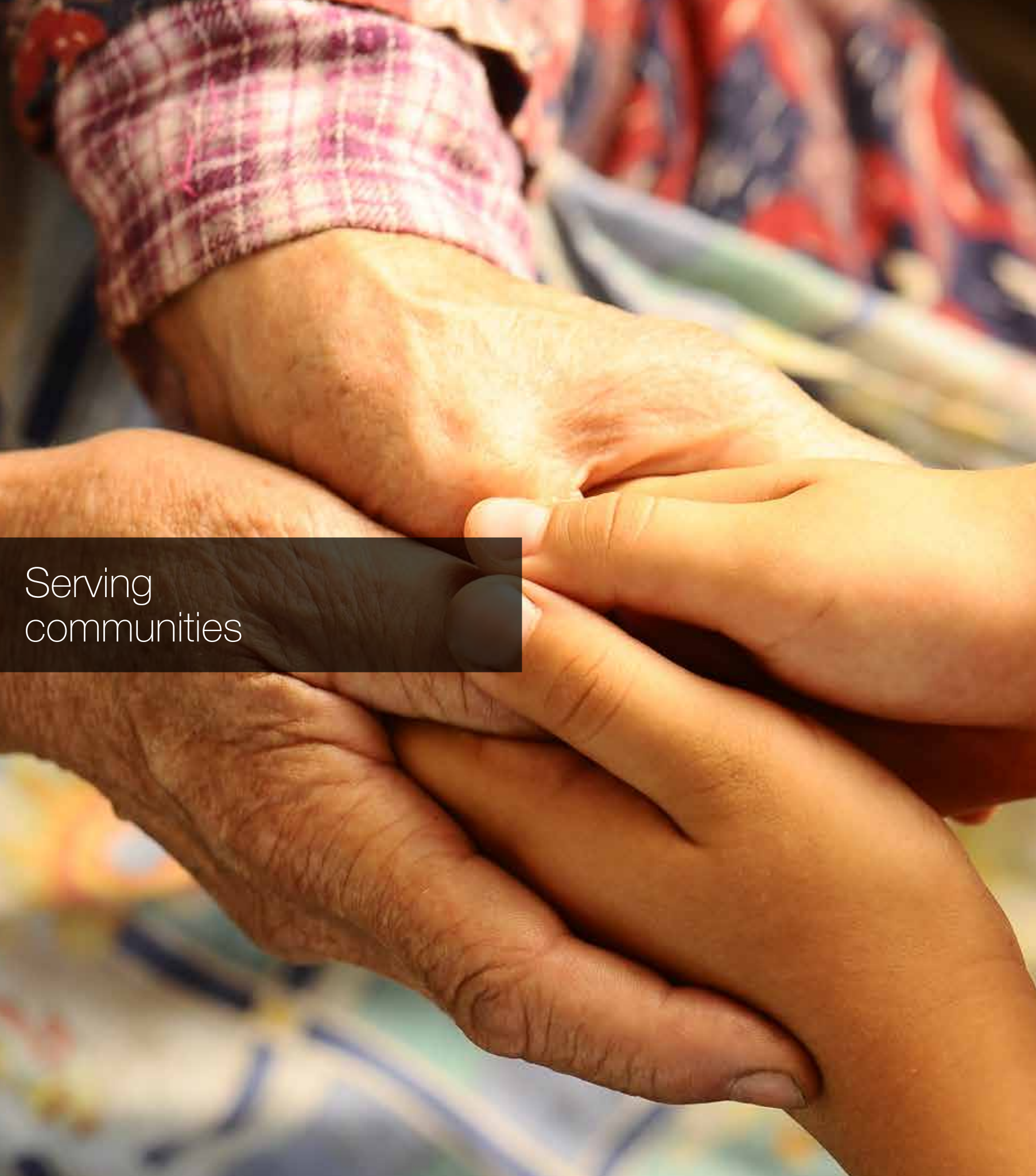


Shaping a future as a
MENA regional leader

Upholding our leading position as a credible, innovative and ethical provider of high quality medicine.

Building new partnerships and leverage existing collaborations to drive growth momentum.

Striving to perform at the highest ethical standards.



Serving communities

Corporate responsibility is at the core of Tabuk's daily operations. We are committed to our patients, our people and our communities.

Our approach is to use our expertise and partnerships to create a positive impact around the world.

As we touch the lives of patients, we aim to achieve this as both an ethical sustainable business and a responsible corporate citizen. To us this involves continually improving our efforts to nurture a workplace of diversity and inclusion. We strive to build long-term partnerships in our communities in order to find solutions to the health challenges of today, and tomorrow.



Why partner with us

Strong local operational infrastructure and expertise across all MENA markets.

Sustained growth trajectory.

High investment in infrastructure, product development, brand building and human capital across MENA.

Unrivaled registration, market penetration and launch performance.

Fully owned subsidiary of Astra Industrial Group (AIG), a publicly traded company on the Saudi stock exchange, which provides extensive financing options to fund our growth.

Uncompromising quality and business ethics.

Global network of business partners

AMERICA



EUROPE



AFRICA



ASIA





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