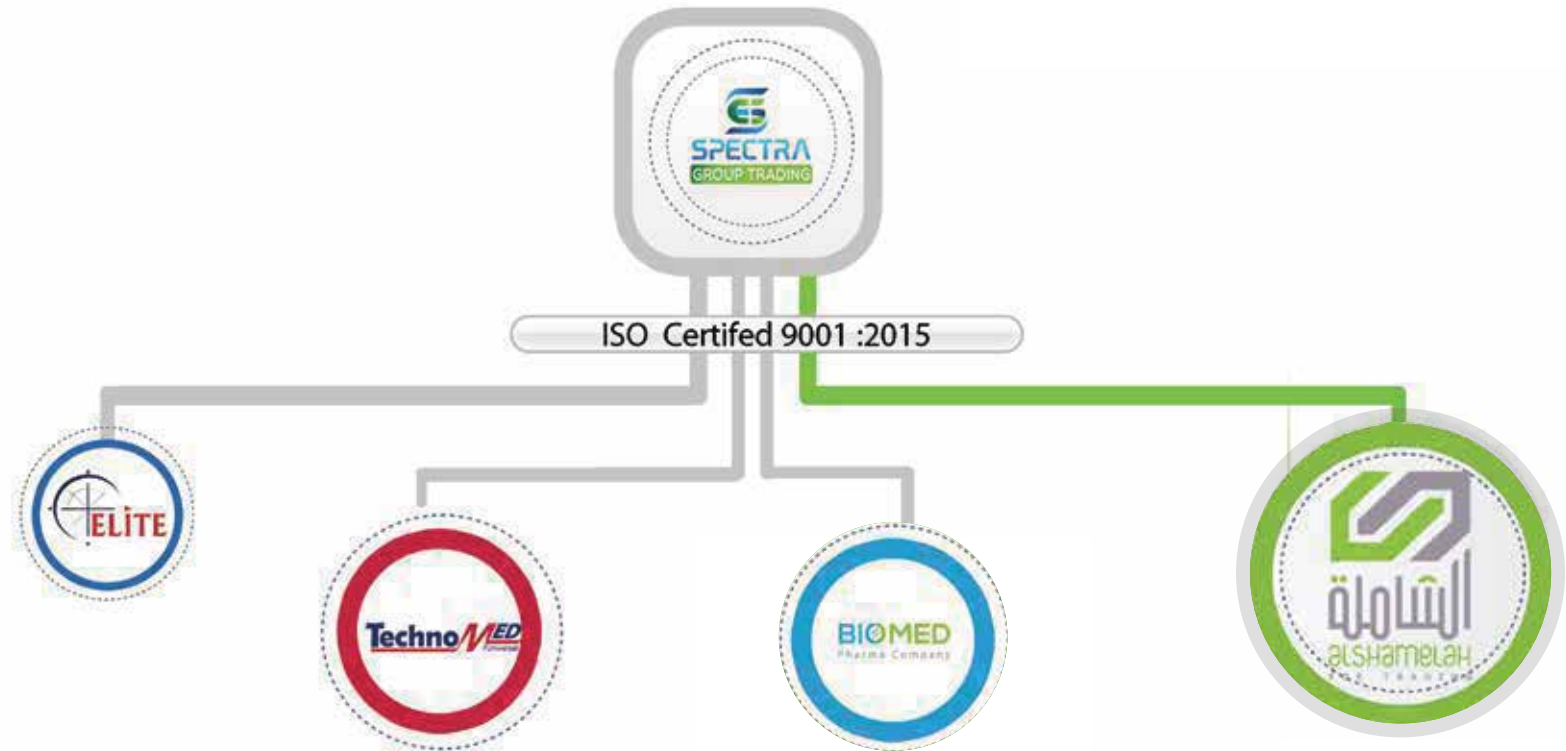




Al-Shamelah For Trading





## OVERVIEW

AL-SHAMELAH for Trading is an affiliate of a leading pharmaceutical companies group; Spectra Group for Trading (SGT), established since 2007 to fulfill the needs of the local market for providing greater diversity of high quality pharmaceutical products and services at affordable prices. AL-SHAMELAH has grown at a rapid pace and now is ranked amongst the top pharmaceutical companies of Yemen. AL-SHAMELAH has established a successful track record in introducing and representing highly reputable pharmaceutical companies from all over the world. Our close partnerships with our customers and suppliers creates our enduring and mutual business success. We understand the unique needs of our customers and suppliers and then respond effectively and successfully.

AL-SHAMELAH is supplying their products throughout two avenues;

- Its direct sales offices for big orders and tenders (GOV, Whole Sellers, NGOs, Pharmacies & Hospital)
- Its owned chain of pharmacies for retails sales spread through governorates



## Mission

- To improve our customers lives through provision of high quality and cost effective pharmaceuticals addressing their diverse medical needs
- To build long-lasting relationships with all our customers, partners and employees
- We commit ourselves to total customer care by delivering world-class products and services



## VISION

To become the leading pharmaceutical company in  
Yemen and Horn of Africa by providing the best  
pharmaceutical care

# OUR TEAM



## OUR TEAM

- We believe that success is a matter of qualified and enthusiastic team, so we strive to build our highly qualified team
- The company employs more than 50 professionals with qualifications, skills and experience. Most of our team has worked with international companies such as: Roche, Novartis, and Julphar
- We are proud of our highly trained team of doctors, medical engineers, pharmacists, and technicians serving supply, sales, and marketing and distribution service
- Along with regular on job trainings, the staff regularly attends refresher-training courses / seminars / conferences related to their lines of profession both inside as well as outside of the country periodically



## OUR VALUES

### Integrity:

The quality of being honest and of always having high moral principles

### Partnership:

We strive for trust-based relationships with our partners

### Creativity:

We always seek new paths to make our customers satisfied

### Excellence:

When best is not enough and excellence is not an act but a habit



## ■ WHY US

- Fully qualified, trained, and result oriented staff
- Management with long experience and extensive knowledge
- Wide range of sales channels with integral diverse products and professional service
- Active partnership with full support
- Well planning
- Trusted & Accredited
- ISO Certified with stringent quality management system (QMS)
- Audited and approved for GDP by QUAMED, WHO and ICRC



## OUR STRATEGY

Our main strategy is to dedicate all our capabilities to add value to everyone we work with. Aiming to provide the best access to greatest value sustainably, we strive to achieve the following:

- We are committed to improve patient's life in our territory through introducing solutions for conditions with un-met medical needs
  - We focus on supporting the patients journey from diagnosis, starting therapy and maintaining their treatments through developing several partnering and patients support programs with different health and social communities
  - We are engaged with our partners to the mission of advancing patient care by introducing new groundbreaking therapeutics to treat serious and life threatening diseases
  - We are committed to develop and enrich a strong and reliable market access for multinational pharmaceutical companies to our markets especially in the fields of innovative niche and biotech pharmaceutical products
- We are delighted to help them to introduce their innovative therapies to our markets, and benefiting the patients from the advancements that these therapies are offering
- Our leadership team is committed to provide efficient business strategies and local plans respecting Yemeni business environments and considering every possible internal competencies that could lead to quick market access and efficient business operation including generate sustainable sales momentum



## COMPLIANCE

At AL-SHAMELAH , we hold ourselves with high standards and we expect from others to hold us with the same high standards. We are operating with high integrity with our partners. We believe in transparency and openness, and we always maintain high business ethics in our day-to-day business activities. We are committed to apply good business practices, and comply with laws and regulations that govern the practices in selling and marketing our product portfolios. We have strong, well-established compliance program, which is set forth to prevent, detect and resolve any possible violations to the compliance rules and procedures.



## ■ QUALITY

Quality is our main focus since the foundation of our company. At AL-SHAMELAH, we are committed to providing services and products that meet both local and international quality and regulatory requirements. AL-SHAMELAH demonstrates a strong commitment to sustainably meet pharmaceutical and biopharmaceutical standers. This is achieved through consistent implementation of our standard operating procedures and quality management system (QMS) , which ensures compliance with Good Distribution Practice (GDP). Our QMS also ensures that continuous improvement across our organization is maintained, so we meet the most current standards required by the pharmaceutical and biopharmaceutical industries.

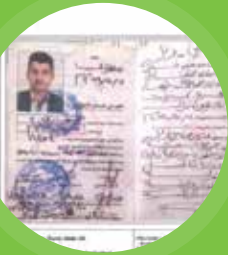
## ■ COLD CHAIN SUPPLY



- Cooling systems: Bringing commodities to the appropriate temperature for processing and storage
- Cold transport: Ensure the right conditions for temperature sensitive goods while shipping and transportation through highly trusted partners and apply regular audits
- Cold storage: Adapting warehouses to manufacturer's required storing conditions with consistent tracking of records to manage climate controlled storage

AL-SHAMELAH holds all the major certifications and applicable licenses from main accreditation bodies and authorities:

- MoT Approval – Ministry of Trade Yemen
- MoH Approval – Ministry of Health Yemen
- ISO Certified – TÜV INTER CERT SAAR - Germany
- GDP Approval – QUAMED / ICRC / WHO





## LINES OF BUSINESS

**AL-SHAMELAH 's main line of business is the sale and distribution of pharmaceuticals especially in the following areas:**

- Life saving and critical care medicines
- Cancer treatment
- Kidney Replacement Treatment (KRT)
- Diabetes
- Rheumatoid Arthritis
- Infertility
- COPD
- Blood component therapy
- Supportive Care
- Cosmetics

## OUR PARTNERS





# OUR COSTUMERS



Algeria Street /near Sana'a Trading Center -Sana'a – Yemen

Mob: +967 777878844

Tel.: +967- 1 -216 558

Fax: +967 1 213 977

[www.alshamelah-ye.com](http://www.alshamelah-ye.com)

Email: [info@alshamelah-ye.com](mailto:info@alshamelah-ye.com) / [sales@alshamelah-ye.com](mailto:sales@alshamelah-ye.com)

