



**WE DELIVER  
WHAT WE PROMISE**

[WWW.THESAYPHARMA.AE](http://WWW.THESAYPHARMA.AE)

# About Us

Established in 2003, THESAY has become a leading name among healthcare distributors, offering a comprehensive range of medical and pharmaceutical products from over 50+ multinational companies worldwide.

Renowned for reliability and results, we have built a reputation for excellence and trust in the industry.

With an ever-growing portfolio of more than 100 specialized products, THESAY Pharma commands a significant presence in the healthcare market, serving both government and private sectors.

As a privately held and diversified organization, THESAY Pharma operates as a key part of THESAY Global, with its headquarters in Dubai.

We act as exclusive distributors for pharmaceutical companies across the CIS, GCC, and African markets. Our goal is to harness our full potential and leverage in-depth local market expertise by registering new products within these regions.

Our expertise spans regulatory affairs, importation, marketing, sales, distribution, Ministry of Health supplies, tender participation, and serving diverse sectors such as hospitals, animal farms, clinics, and retail pharmacies in both human and veterinary fields.

We aim to be the preferred long-term partner for local and international pharmaceutical manufacturers, dedicated to creating, building, and sustaining proprietary pharmaceutical brands.

# GLOBAL PRESENCE

THESAY Pharma has a strong global presence spanning regions: GCC, CIS, Caucasus, Eastern Europe, Central Asia, Africa and LATAM. With an extensive marketing and distribution network, we have built a well-established business in key markets across these regions. We are ranked among the top three suppliers of inhalation anesthetics in the GCC and CIS markets.

LATAM

Africa

GCC

Asia

CIS

trusted over  
**25+**  
countries

UAE (H.O)

Kazakhstan

Moldova

Oman

Uzbekistan

Kyrgyzstan

Qatar

Ukraine

Armenia

Kuwait

Azerbaijan

Moldova

Saudi Arabia

Georgia

Tajikistan

Bahrain

Tajikistan

Kyrgyzstan

Ethiopia

Tanzania

Colombia

Kenya

Mozambique

Peru

Ghana

South Africa

Zimbabwe

Sri Lanka

# Business Segments



## Human Healthcare

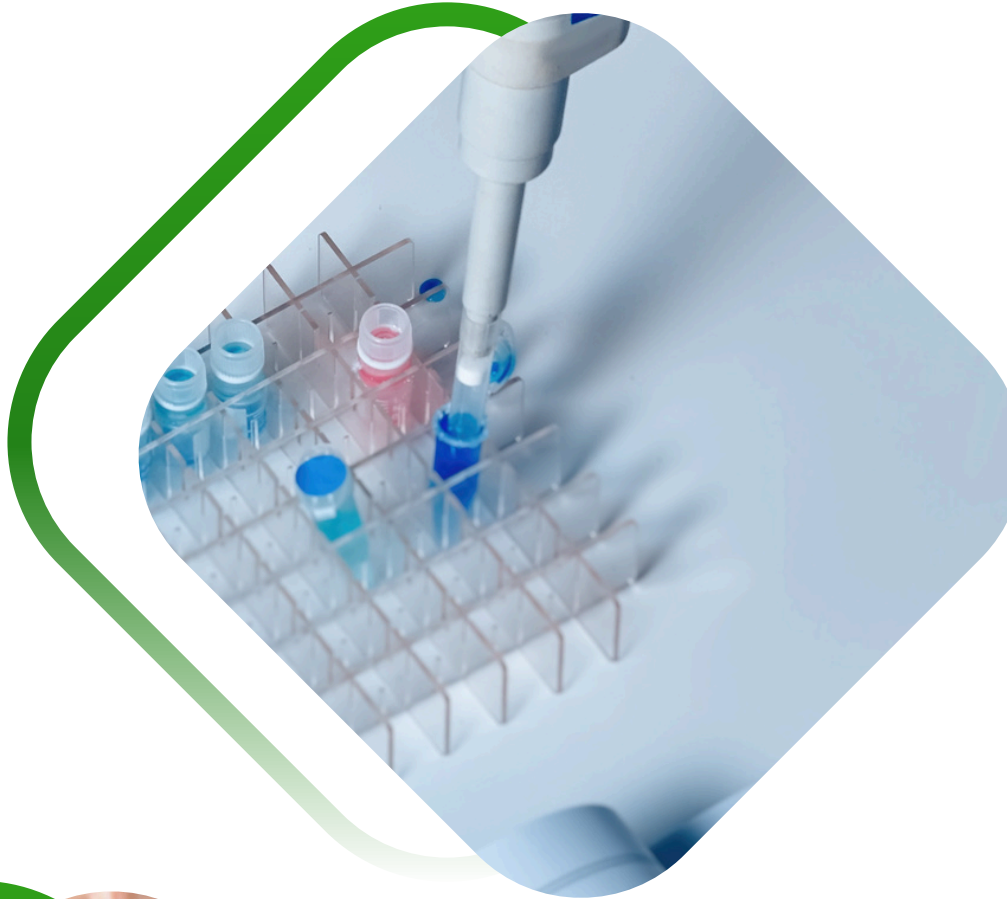
We specialize in the procurement and distribution of high-quality medicines across our established markets. As a pharmaceutical distributor, our primary objective is to empower leading manufacturers to access key markets and deliver premium products effectively.



## Medical Equipment & Devices

From diagnosing diseases to monitoring patient conditions and delivering accurate reports, medical equipment simplifies the work of healthcare professionals. Acting as a vital bridge between medical experts and patients, these devices play a critical role in diagnosis, treatment, and recovery. We supply medical equipment and tools designed to empower healthcare providers, aid in overcoming illness, and enhance patients' quality of life.

# Business Segments



## Diagnositics & Laboratory Materials Human & Veterinary

We specialize in diagnostic medications tailored for both human and veterinary healthcare, addressing identified illnesses. Our product portfolio includes essential solutions for critical healthcare needs, supported by our extensive distribution network.



## Veterinary

Representing many renowned brands in the veterinary market, we excel in branding, positioning, and distributing international products to customers. Our deep understanding of market dynamics and product demand in this segment sets us apart.

# Business Segments



## API Supply

Through our direct partnerships with GMP-compliant generic API manufacturers and accredited suppliers worldwide, we are able to provide validated APIs, excipients, and other pharmaceutical raw materials essential for medicines.



## Manufacturing

Committed to delivering innovative diagnostic solutions across Food Safety, Animal Health, and Human Healthcare. We offer a complete, end-to-end portfolio tailored to the real-world needs of laboratories, clients, and patients.

# Pharma Services

## Market Intelligence

To maintain a competitive edge, it is crucial to stay informed about the latest innovations and developments that may impact the business. Our sharp focus on market intelligence and emerging trends equips our partners with the insights needed to stay ahead and drive their business success.

## Sales & Marketing

Sales and marketing are the final stages of the information continuum, making it essential to offer tailored strategies for different markets. This enables our clients to make informed decisions on the global distribution of their products.

## Distribution & Logistics

As a pharmaceutical distributor, we bring unmatched expertise in import and export requirements, ensuring the delivery of all supplies through specialized methods essential for maintaining the integrity of our products.

# Pharma Services

## Tender Business

With operations across multiple geographic regions, THESAY understands that each country has its unique regulatory requirements. Our team of skilled professionals delivers the most up-to-date and effective solutions to our partners, ensuring complete compliance with local laws for market entry and product registration.

## Institutional Business

With a presence in various geographic locations, THESAY recognizes that each country has its own regulatory standards. Our team of experienced professionals provides the latest and most effective solutions to our partners, ensuring full compliance with local laws for market entry and product registration.

## Regulatory Support

With establishments in multiple geographic locations, THESAY understands that each country has its own regulatory norms. Our team of experienced professionals offers the latest and most effective solutions to our partners, ensuring compliance with local laws for market entry and product registration.

# Meet Our Team



**Dr. Noushad Abdurahiman**  
CEO - THESAY PHARMA

THESAY's restless spirit of entrepreneurship, innovation, and market disruption has built up diverse companies, which underpins THESAY Pharma's growth. At THESAY, we're known for challenging the status quo and shaking up markets while championing people. We believe in always looking out for new opportunities and taking the initial step forward. That's what differentiates us from the competition!



**Albina Omirzhanova**

Cluster Head  
CIS Region



**Senthil Nagaraj**

General Manager  
MEA



**Ruchira AP**

Sr. Manager  
NPD & In - Licensing



**Katsiaryna Zhyzneuskaya**

Business Development  
Manager



**Anatoliy Guljaev**

Manager - New  
Portfolio Development  
& In-Licensing

# Our Partners



# Contact Us

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