



# Corporate Presentation



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# Who we are ?





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# Combined Strengths of each Entity

**Second** generic company in Algeria - Among top 5 companies

**Fastest growing** company in Algeria for the past 5 years

**State-of-the art manufacturing facility**

Strong **brand recognition** and **Key player** in specialty products

Significant number of products from the top 100 in the market



Acquisition of a new **injectable** plant



MS Pharma Injectables

UPM

EL KENDI

MS Pharma Iraq



**Diversified & large-scale** manufacturing

Experience in all MENA\* Markets (more than **20 countries**)

Strong in-house R&D capabilities and expertise

**EU-GMP** approved manufacturing site.

**229** registered product



**The Biggest Generic** player with **local manufacturing site**

Significant manufacturing capacity and **unique oral and injectable oncology** manufacturing facilities

High **and immediate demand** for existing products

Combining both **private and government** business owned companies privileges



\* MENA: Middle East & North Africa



# EL KENDI Pharmaceutical Manufacturing Company – State-of-the-art Manufacturing Facility



## Maximum capacity

### Dosage Form

### Production Capacities/year (based on 3 shifts)

Hard Gelatin Capsules	500,000,000
Liquids	19,000,000
Semisolids (Creams, Gels, Ointments)	12,000,000
Tablets	500,000,000



## Algeria plant

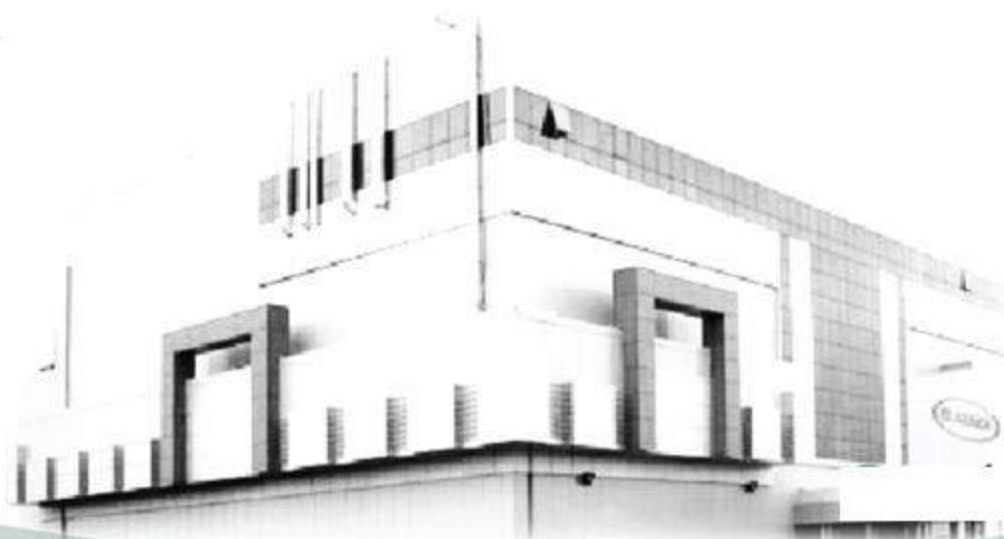
### Size of facility

8,000 sqm of floor space

### Quality recognition

GMP by local authorities

FDA approved site design





# UPM Jordan State-of-the-art manufacturing facilities



## Jordan main plant

### Quality recognition

First EU GMP licensed plant in the region

GCC GMP

Other MENA markets

JFDA



## Capacity

Dosage Form	Production Capacities/year
Dry Suspensions	500,000
Hard Gelatin Capsules	135,000,000
Hard Gelatin Capsules (Pellets-filling)	50,000,000
Liquids	2,500,000
Semisolids (Creams, Gels, Ointments)	1,800,000
Shampoos	750,000
Soft Gelatin Capsules	18,000,000
Suppositories	1,200,000
Tablets	180,000,000





# UPM new Plant: Oral Cephalosporins manufacturing facility



## Jordan Cephalosporin Plant

1000 sqm

**Quality recognition**  
JFDA





## Iraq - Exploitation BOT Agreement for 18 years of the biggest state owned company in Iraq



Mousel Scientific Co. /NDI



- MS Pharma Iraq is one of the biggest and the only significant generic player with local manufacturing.
- MS Pharma Iraq is the only local manufacturing company which has a unique oncology facility.
- MS Pharma Iraq has a huge manufacturing capacity able to cover all the Iraqi market and to export to the whole region.
- MS Pharma in Iraq is considered as a state owned company and has the minimum of 20% guaranteed market share in government tenders.
- The company has a high and immediate demand for existing products.



# MS Pharma's Strategic Markets and Affiliates Organization

## Geographical Footprint and Brands



### North Africa Cluster

Algeria  
Morocco  
Tunisia  
French Speaking  
African Countries

### Levant Cluster

Jordan  
Syria  
Palestine  
Lebanon  
Libya  
Sudan

### GCC Cluster

KSA  
UAE  
Bahrain  
Oman  
Kuwait  
Qatar

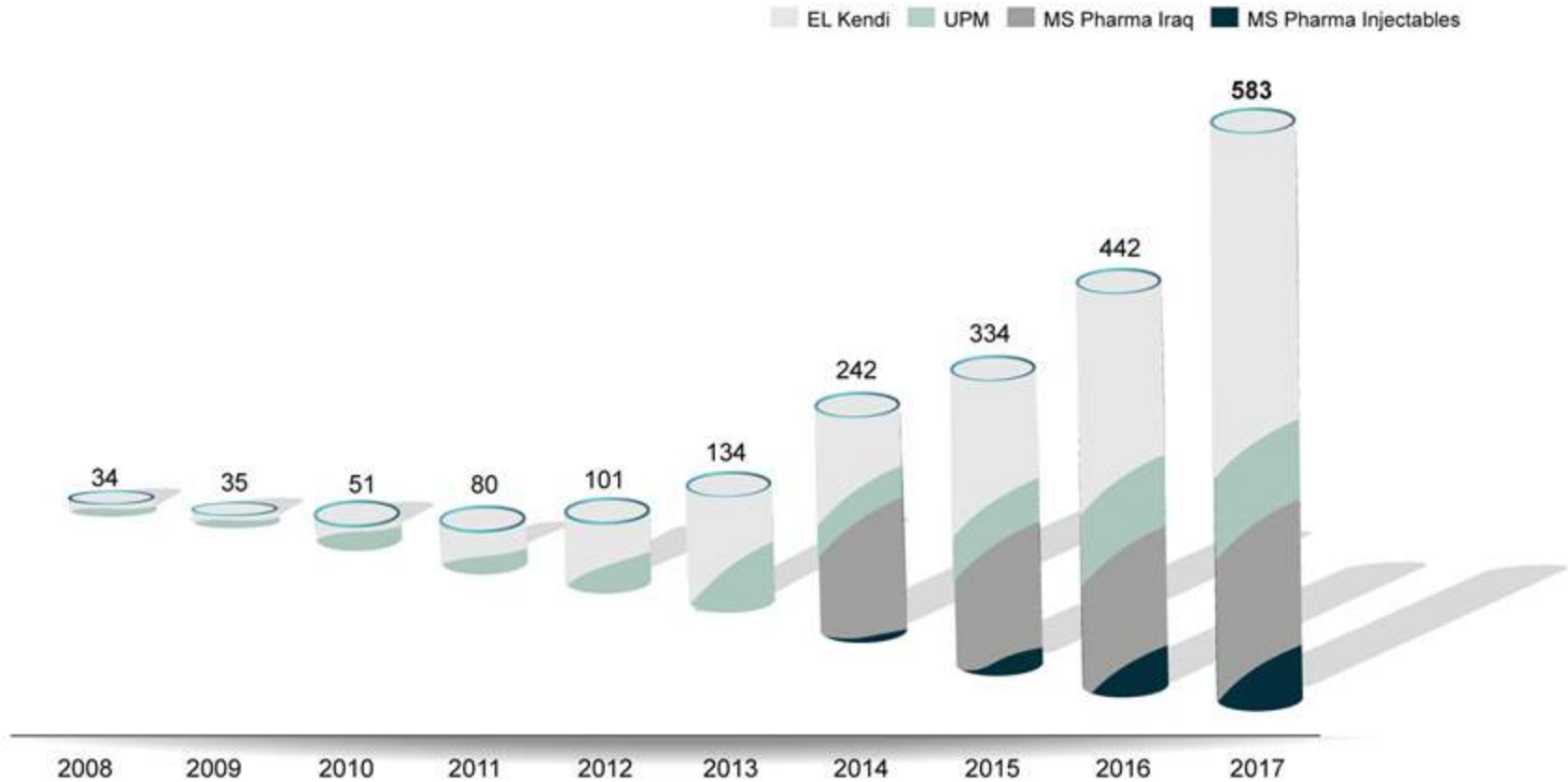
### Iraq Cluster

Iraq  
Iran



# MS Pharma's sales forecast is 583 USD million

Revenues, USD million



*Latest forecast from each entity's business plan*



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# MS Pharma Injectables - Jordan



Located in King Abdullah II Industrial Zone – Amman - Jordan



# MS Pharma Injectable Lines

**INFUSION BAGS LINE (100ML-1000ML)**



**LIQUID VIAL LINE ( 0.5ML – 100ML)**



**LYOPHILIZED VIAL LINE ( 0.5ML – 100ML)**



**PREFILLED SYRINGES LINE ( UP TO 1 ML)**





# MS Pharma Accreditation & Capacity



## Jordan Injectables plant



### Quality recognition

JFDA  
SFDA



### Capacity

#### Dosage Form

#### Production Capacities/year (based on 3 shifts)

Vials	13,000,000
Parental bags	7,000,000
Pre-filled syringes	16,000,000

### Number of planned products

Over than 180 SKU's





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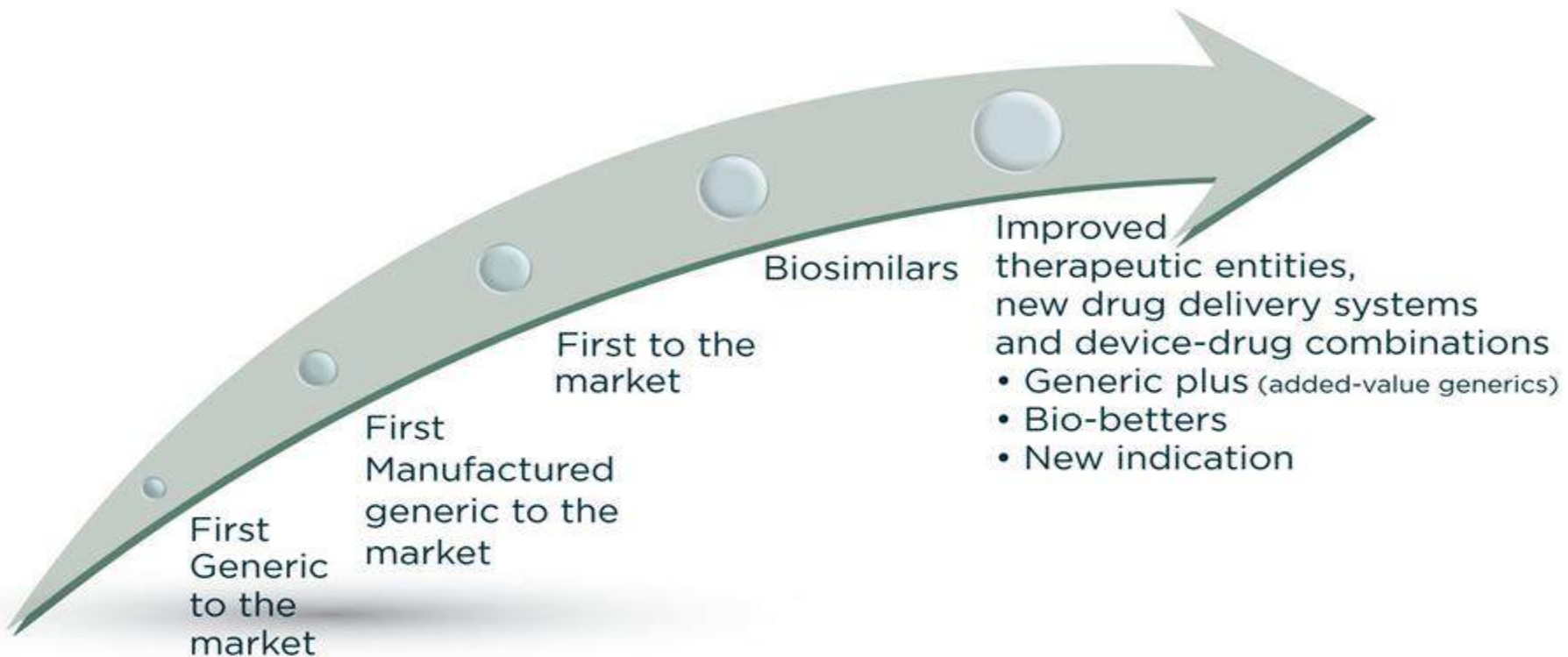
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# MS Pharma Injectables – Portfolio Strategy

*“Our ability to add higher value, more differentiated products to our portfolio will be a key driver of growth in 2015 and beyond”*





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# MS Pharma –Current Injectables Pipeline



① ANTI- INFECTIVE / ANTI INFLAMMATORY

② ONCOLOGY

③ ANESTHESIA / ANALGESIA

④ CARDIOVASCULAR

⑤ OTHERS ( SUPPL)

Portfolio include

**B** Biosimilar Product

**U** Under license Product



## Partner of Choice

**MS Pharma have infrastructure across MENA, especially in big & growing challenging countries like Algeria & Iraq.**

**MS combined long experience in all MENA countries and in all pharma business activities (R&D, Registration & distribution) makes MS pharma the partner of choice.**

**MS Pharma is committed to innovation through investing into new technologies and new therapeutic categories.**

**MS Pharma diversified business entities that allows maximal autonomy for the country to ensure the fastest access to market.**



# Our partners around the world





Thank you

