

Trans Arabia Drug Store LLC

Company Profile



Table of Contents

A Company Overview

B Competitive Strengths

C Appendix

A. Company Overview

Company Overview

Product Offering

Sourcing & Distribution

Pharmaceuticals Oncology Products IV Fluids

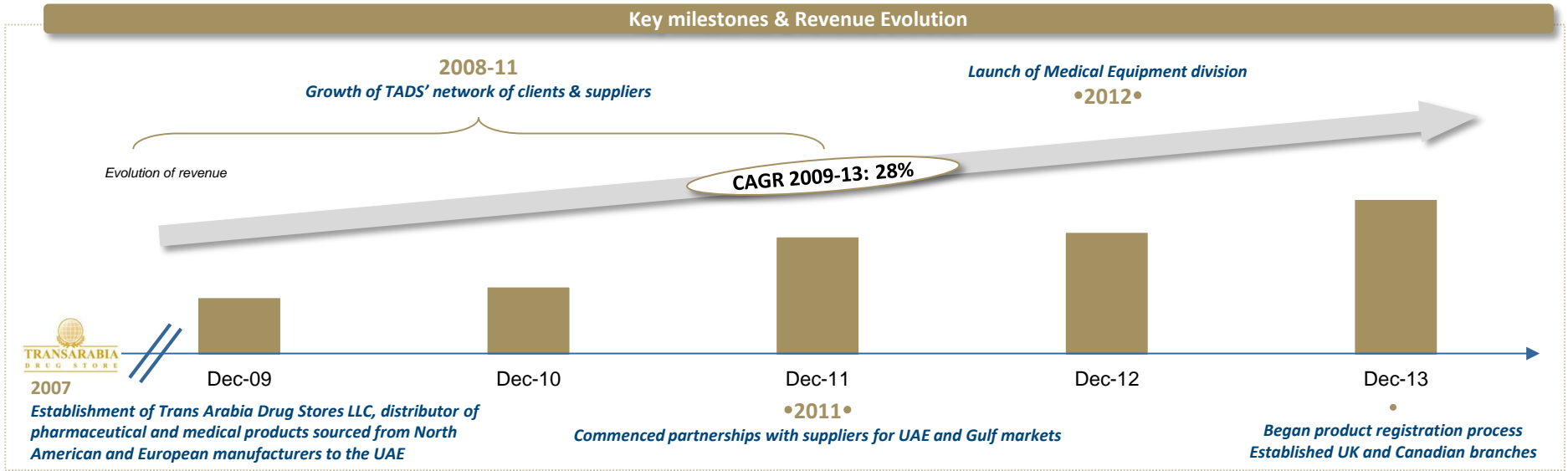
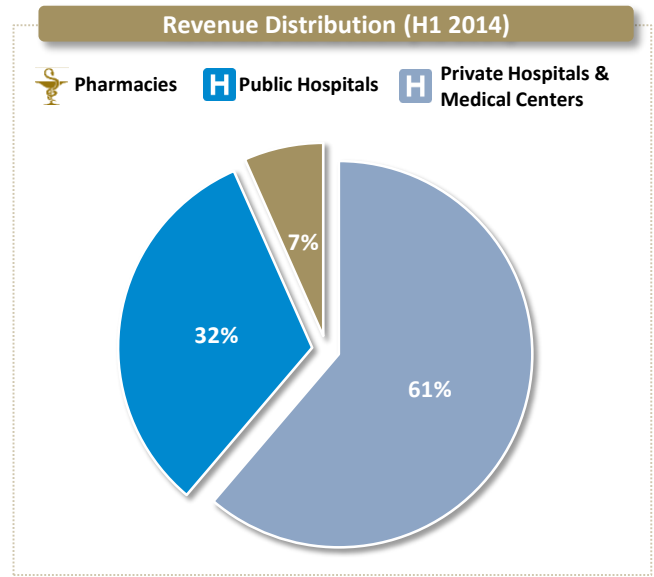
Medical Devices Medical Consumables Cosmetics

Corporate Structure

```

    graph TD
      TADS[TRANSARABIA DRUG STORE] --> HS[Healthcare Source Limited**]
      TADS --> ODS[Ontario Drug Source Inc.**]
      TADS --> US[New US branch***]
    
```

** Legally owned by TADS's shareholders
 *** Under establishment

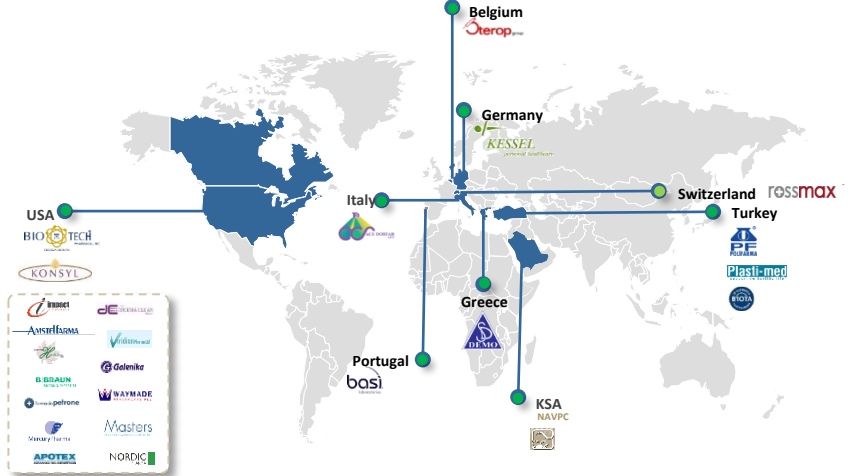


Source: The Company

B. Competitive Strengths

Competitive Strengths

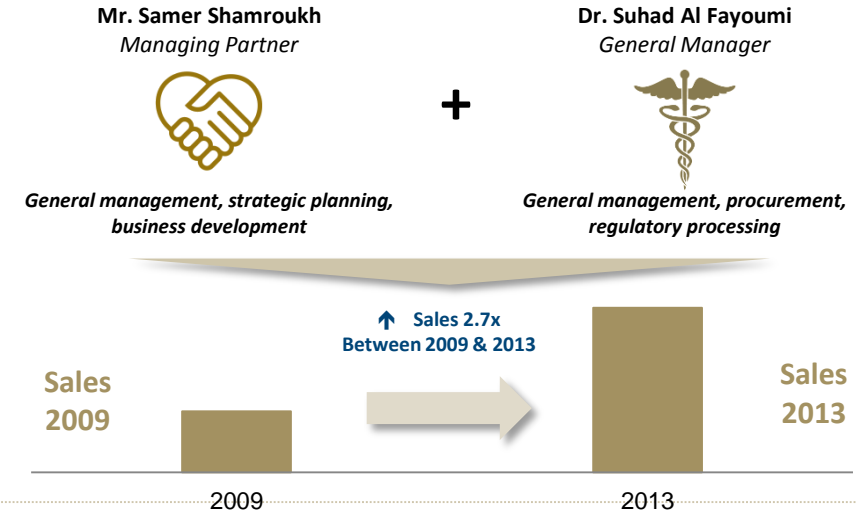
1 Strong product portfolio & exclusivity agreements with suppliers



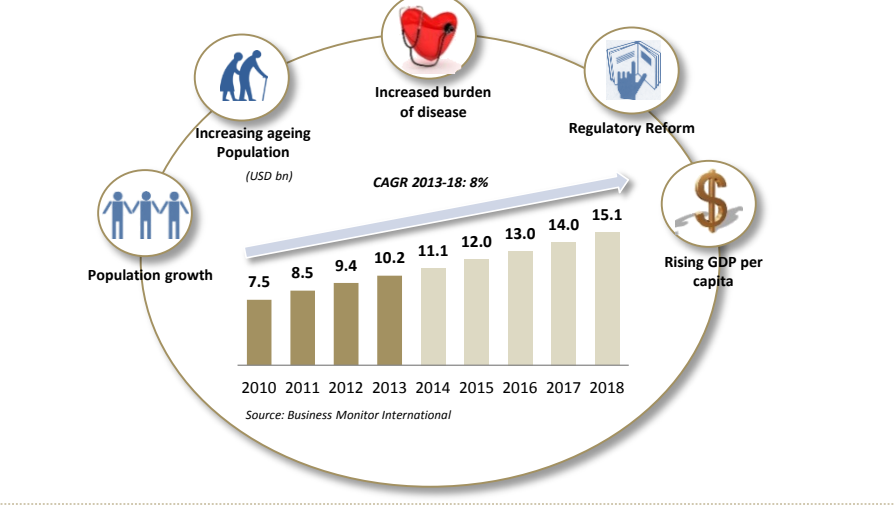
2 Vast UAE-wide client network and established market positioning



3 Dedicated founding shareholders and experienced management team with proven track record

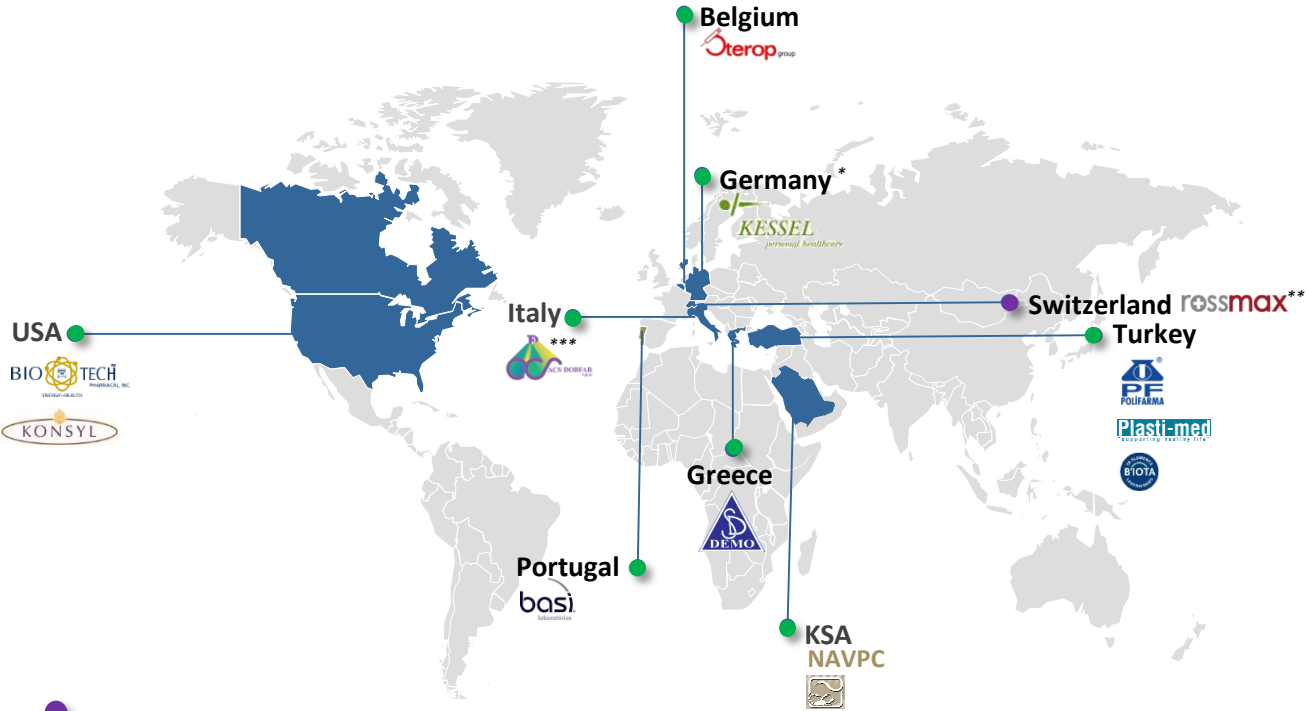


4 Unique exposure to the regional pharmaceutical and wider healthcare industry



1 Strong product portfolio & exclusivity agreements with suppliers

Exclusivity Agreements with reputable international suppliers across Europe & North America



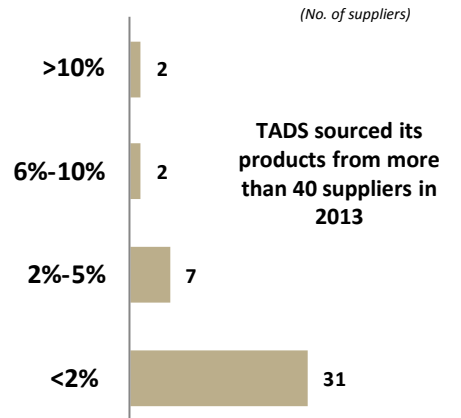
- Exclusive for UAE, KSA, Kuwait & Oman
- Exclusive for UAE
- * Exclusive for "Premeno"
- ** Exclusive for "Accumed"
- *** Final stages of negotiations

Source: The Company

Legend	Vitamins	Fiber Supplements	Injectable Medicine	General Medicine for Hospitals	General Medicine for Hospitals	General Medicine for Hospitals
	Gyne MOH-registered Products	Anti-Snake & Scorpion Venom	General OTC Items	Parenteral Solutions	Medical Consumables	Consumer medical devices

Supplier Distribution

Supplier contribution to 2013 cost of sales



Source: The Company

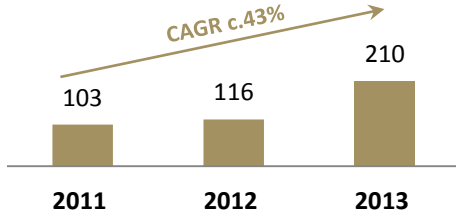
Other Select International Suppliers

Source: The Company

2 Vast UAE-wide client network and established market positioning

Growing portfolio of clients...

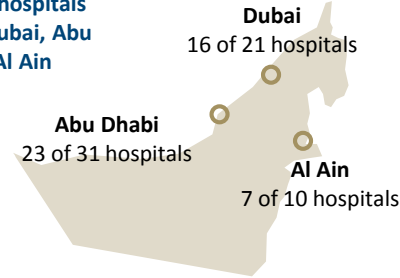
Number of clients more than doubled between 2011 and 2013



Source: The Company

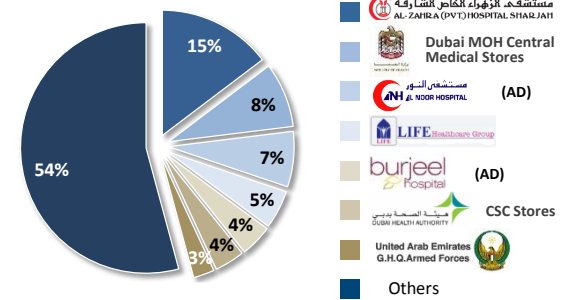
...including most major hospitals in the UAE...

Total of 46 hospitals served in Dubai, Abu Dhabi and Al Ain combined



Source: The Company

...with a balanced distribution of revenue ...



Source: The Company

Client Reach - Major hospital and other select clients

Abu Dhabi Hospitals

9 of top 10 hospitals

Ranking (1)	Hospital	Ranking (2)	Hospital
1	AL SALAMA HOSPITAL	11	مستشفى مركز الفراء
2	مستشفى النور ANH & NOOR HOSPITAL	12	LIFELINE HOSPITAL
3	Altaf Hospital	13	مستشفى كورنيش Corniche Hospital
4	مستشفى أن أم سي التخصصي nmc specialty hospital	14	burjeel Hospital
5	مستشفى المشرف Metraq Hospital	15	مركز الراحة AL RAHA HOSPITAL
7	GHF (General Hospital Center)	17	HORTAL PLANO-CENTER
8	مستشفى السالمية ALSALAMA HOSPITAL		
9	LIFELINE HOSPITAL		
10	مستشفى الرجوة AL RAHWA HOSPITAL		

Source: The Company, HAAD, DHA

(1) Refers to HAAD & DHA ranking in terms of 2012 patient volumes

Dubai Hospitals

6 of top 10 hospitals

Ranking (1)	Hospital	Ranking (2)	Hospital
2	مركز الفراء AL SALAMA HOSPITAL	20	مركز الفراء AL SALAMA HOSPITAL
5	Zulekha Hospital	21	مركز الفراء AL SALAMA HOSPITAL
6	MEDICLINIC WELCARE HOSPITAL	22	مركز الفراء AL SALAMA HOSPITAL
8	مستشفى أن أم سي التخصصي nmc specialty hospital	24	مركز الفراء AL SALAMA HOSPITAL
9	MED CARE	25	ALGARHOUD HOSPITAL
10	مستشفى المدينة الطبية MEDICLINIC CITY HOSPITAL	26	مركز الفراء AL SALAMA HOSPITAL
12	MEDICLINIC CITY HOSPITAL	n/a	burjeel Hospital
13	مستشفى بهو التخصصي Behouh Specialty Hospital	n/a	MED CARE
14	مستشفى كورنيش التخصصي Corniche Speciality Hospital	n/a	مركز الفراء AL SALAMA HOSPITAL
18	مستشفى الإمارات EMIRATES HOSPITAL	n/a	مستشفى الزهراء الخاص AL-ZAHRA (PVT) HOSPITAL DUBAI
19	Dubai London Clinic & Speciality Hospital		

Al Ain Hospitals

7 of top 10 hospitals

Ranking (1)	Hospital	Ranking (2)	Hospital
1	TAWAM HOSPITAL	1	TAWAM HOSPITAL
2	مستشفى العين AL AIN HOSPITAL	2	مستشفى العين AL AIN HOSPITAL
5	مستشفى الواحة Oasis Hospital	5	مستشفى الواحة Oasis Hospital
7	Specialized Medical Care Hospital	7	مستشفى العناية الطبية التخصصي
9	Al Ain Khaleej Hospital	9	Al Ain Khaleej Hospital
10	AL AIN CROSSBELL HOSPITAL	10	AL AIN CROSSBELL HOSPITAL

Other Select Clients

- مستشفى الزهراء الخاص المشاركة AL-ZAHRA (PVT) HOSPITAL SHARJAH
- Dubai MOH Central Medical Stores
- CSC Stores
- RAK HOSPITAL
- DUBAI POLICE
- EnJab
- United Arab Emirates G.H.Q.Armed Forces
- LIFE Healthcare Group
- مستشفى جي إم سي GMC HOSPITAL
- UHSI HOSPITAL
- MAGRABI

3

Dedicated founding shareholders and experienced management team with proven track record

Mr. Samer Shamroukh

Managing Partner

Trans Arabia Drug Store LLC

Previous Experience

- Held position of regional director (Sales - MENA, Pakistan, Iran & Turkey) for Intec Telecom Systems, part of CSG International, one of the world's fastest growing major Business Support Systems ("BSS") vendors prior to establishing TADS. Closed contracts with Batelco, Vodafone Egypt, Due, MTN Syria, Mobilink Pakistan, STC Saudi, MCI Iran, MTN Irancell, Telecom Egypt, Orascom Group, Zain Group & Etisalat Group (both UAE & Egypt subsidiaries)
- Previously held positions at Acision (Sales Director - MENA), Logica (Regional Account Manager – MENA), Glenayre Electronics Middle East (Sales Manager – MENA Region) and International Engineering Technology (Sales & Marketing Manager)

Education

- **June 1998:** City University, Seattle, Washington State, USA - MBA specialized in Management Information Systems
- **June 1990:** Jordan University of Science and Technology, Jordan - B.Sc. in Electrical Engineering

Dr. Suhad Al Fayoumi

General Manager

Trans Arabia Drug Store LLC

Previous Experience

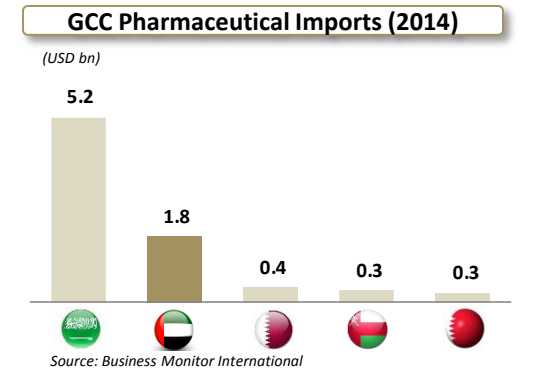
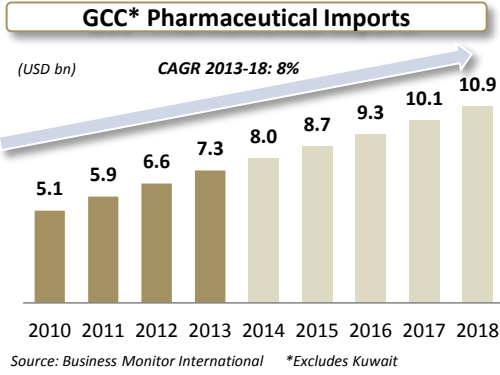
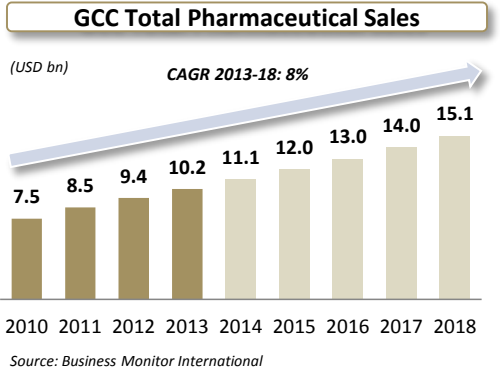
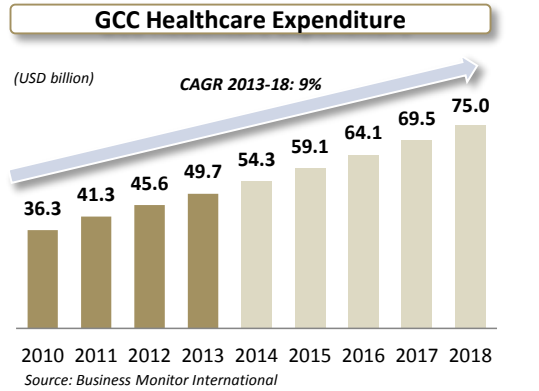
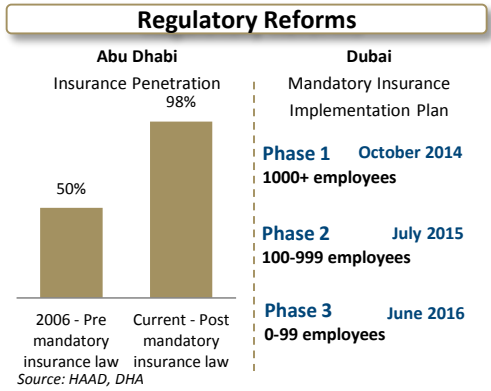
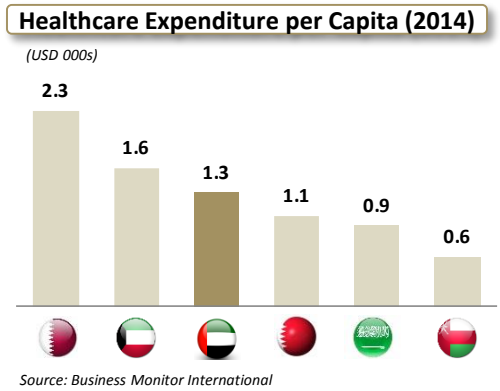
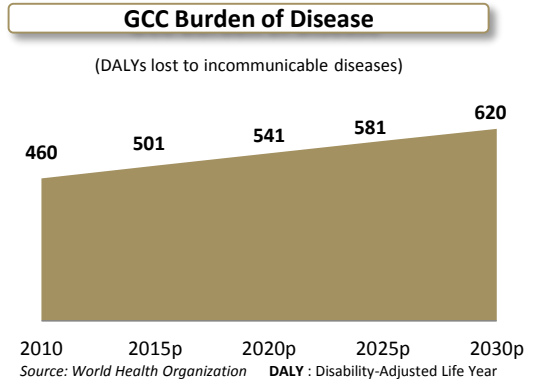
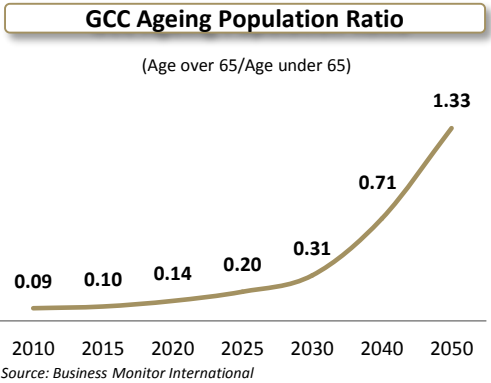
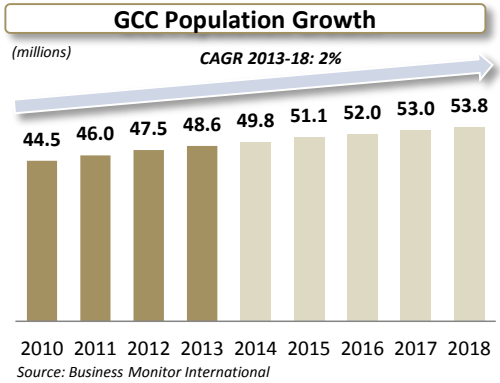
- Head of Pharmaceutical department at Emirates Hospital in Dubai between 2003 and 2008 (prior to establishment of TADS). Managed a team of nine pharmacists and was responsible for setting all pharmacy policies and procedures, drug procurement both domestically and internationally. Member of the hospital's Drug & Medical Committee.
- Previously held positions at Welcare Hospital, Dubai (Assistant Chief Pharmacist), Sheikh Khalifa Medical Center, Abu Dhabi (Senior Pharmacist – In Patient Pharmacy Duties), Diamond Pharmacy, Abu Dhabi (Pharmacist-In-Charge), Razan Pharmacy, Amman (Senior Pharmacist)

Education

- **June 1993:** Jordan University of Science and Technology, Jordan - B.Sc. in Pharmaceutical Science
- **September 1993 - May 1994:** Gharnath College, Jordan – Pharmacology teacher
- **April 2003 - August 2008:** Emirates Hospital, Dubai – Head of Continuous Education Program in the hospital pharmacy

4 Unique exposure to the regional pharmaceutical and wider healthcare industry

The pharmaceutical industry in the region has witnessed considerable progress on account of the expansion of the population base, increased life expectancy and ageing population, high prevalence of lifestyle diseases, growing income levels, government incentives and the expansion mandatory health insurance. According to Business Monitor International, the total market size was estimated at USD 10.2 billion in 2013



C. Appendix