

Alsalam Aldawleya for medical supply

Company Profile



Corporate responsibility

- Corporate responsibility is and always has been essential part of Alsalam way.
- Strong commitments to our community have helped to make Alsalam what it is today- a highly successful pharmaceutical agent.



Ethics and ethical conduct

- Transparency and integrity lie at the core of Alsalam's business values.
- We expect all Alsalam employees to meet the highest of ethical standards in business conduct.
- Through our partnership with our customers (against corruption initiative), we at Alsalam are committed to a zero tolerance policy to all forms of bribery and corruption.



Ethics and ethical conduct

-With Collaboration of our partners we have set mechanisms to encourage and facilitate the reporting of activities not in compliance with our ethics, code of conduct, our guidelines and all applicable country laws and regulations.



Regarding Regulatory affairs :

Alsalam pharmaceutical is monitoring in excellent way regarding regulatory affairs of our partners to ensure :

- 1-Protection of human health
- 2-Ensuring safety, efficacy and quality of drugs
- 3-Ensuring appropriateness and accuracy of product information

Regulatory Agencies



Regulatory affairs department



Pharmaceutical company



Respect

- At Alsalam ,we respect our community , our customers , our employees and our partners.
- We encourage and expect trust, openness and fairness to be the foundation of all our relationships.
- We value our employees as our most important asset.
- We repay our employees loyalty by investing in their future and welfare.



COMPANY PROFILE



Company Profile

Alsalam Pharmaceuticals :

- is a Libyan company set up to be from the leading distributors& importers of pharmaceutical and medical equipment products in the Libyan country.
- **Alsalam** Pharmaceutical provides the healthcare professionals with their requirements to improve the quality of life of the patient – in hospital as well as home.
- **Alsalam** Pharmaceutical has partnered up with Leading Libyan Pharmaceutical agencies for many multinational and international companies to supply the Libyan market with Quality and Affordable pharmaceuticals. With our main offices and warehousing in Tripoli we supply and promote our range of pharmaceutical products in most of Territories through our own distribution network including selected and reliable distributors.
- Our impeccable service is a guarantee of quality and efficiency that passes value to the customer.



Our Aim :

“Our aim has been to gain the trust of the Libyan citizen and to give our foreign partners high standard facilities and services so they know their products are in safe hand”



Sales & Marketing :

- Our ultimate aim is to offer our clients the excellent service they expect – to the benefit of the patients.
- Our Medical Representatives are all qualified professionals in their respective fields, who can offer healthcare professionals an updated and professional information service.
- Our Sales Team works close with our clients to ensure that their needs are being addressed in an appropriate and timely manner.
- We strive to offer an innovate and professional approach to our services and marketing activities.



Storage & Logistics :

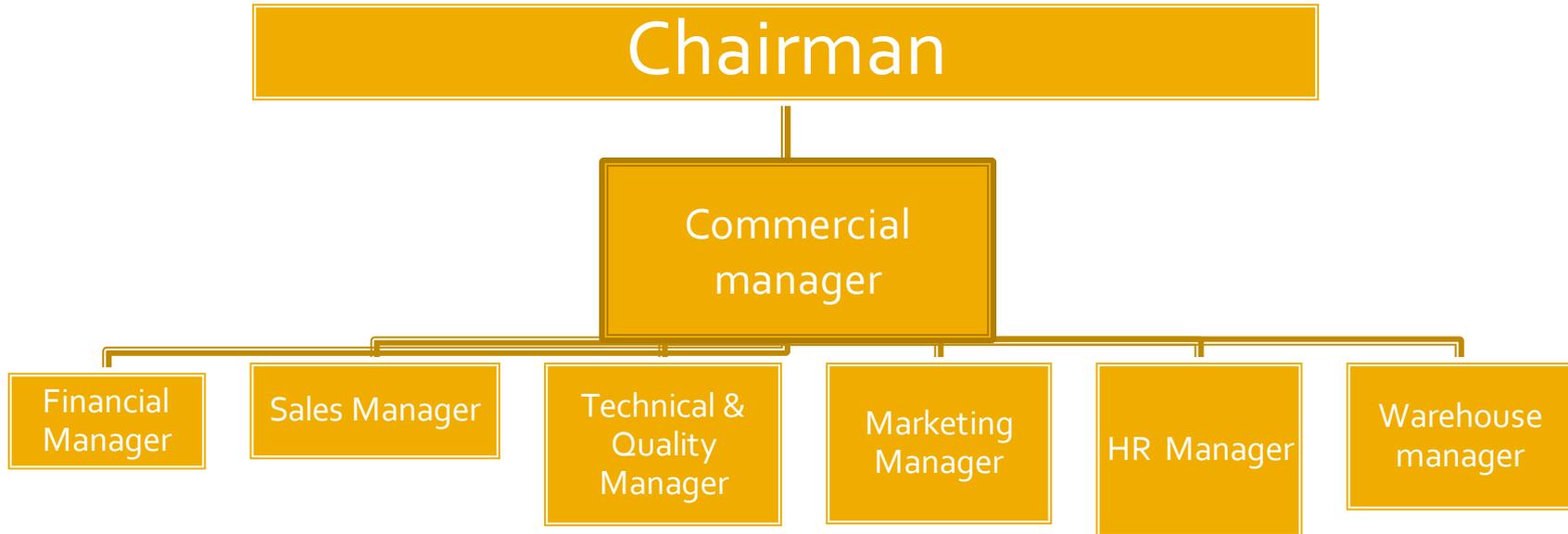
-With over 1000m² of floor space, **Alsalam** has central and modern warehousing facilities enable the order processing to be carried out in a rapid and efficient manner. We boast to deliver the required products within 24 hours.

-Our reputation for quality and affordable products is enhanced by our excellent and extensive distribution network and delivery service.

-To ensure that all pharmacies in the Libyan country are supplied with our products , **Alsalam** has developed a wide network of distribution points all over the country



Organization Chart:



Total Number of current Employees: 29

Libya country overview

Area : 1,759,540 sq km, 90% desert ■

Major cities: Tripoli, Benghazi, Misratah, Sabha ■

Independence : December 24, 1951 from Italy ■

Population : 5.5 million ■

Annual population growth: 2% ■

Fertility rate : 3.5 ■

1.5 million Working pop. : ■

Life expectancy : 74 years ■



Libyan Market DATA



Market opportunities :

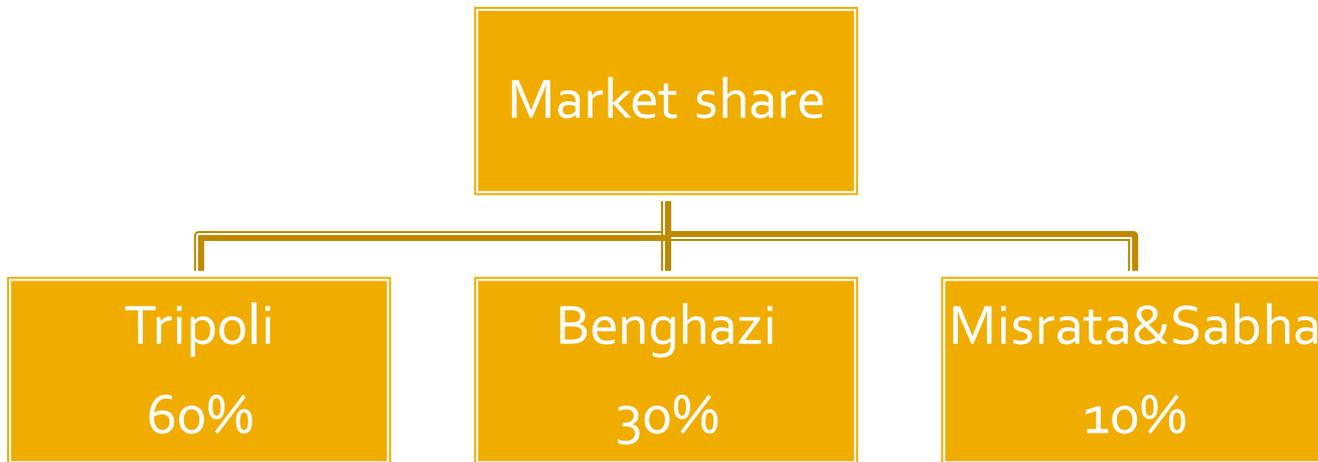
Libya is a highly challenging market in a period of transition, and while there are potentially rich trade and investment opportunities, there are correspondingly:

Great challenges to successfully operating in Libya market.

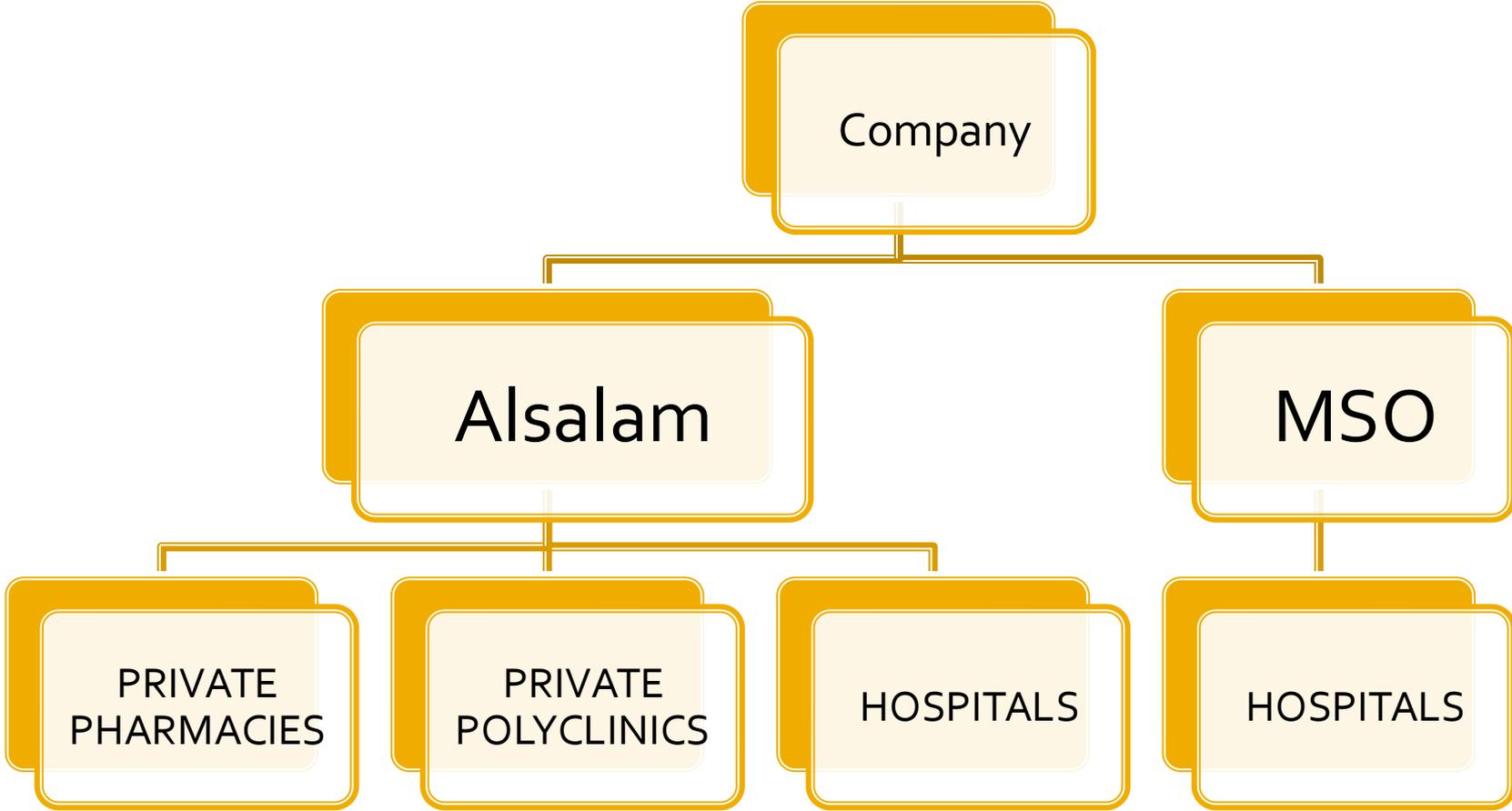


Data Regarding Medical Sector In Libya :

No	DATA	Number
1	Hospitals	120
2	Polyclinics	52
3	Pharmacies	1500



Distribution Channel :



Data Regarding Medical Sector In Libya :

Market size : 550 Million USD(Estimate)

5% : Local Production

95% : Importation

Private Market has excellent growth rate :

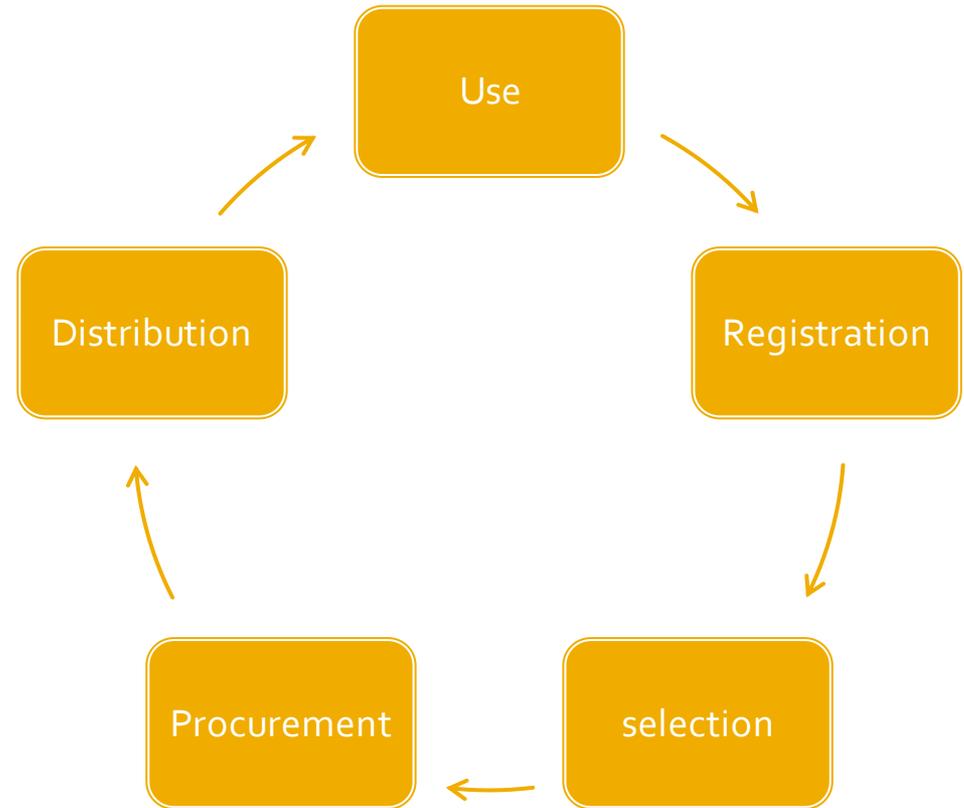
2003 :3% of Total Market Size

2010 :18 % of Total Market size



Steps For Drug Introduction To Libyan Market:

- 1-Registration
- 2-Selection
- 3-Procurement
- 4-Distribution
- 5-Use



Registration Steps

-According to Libyan regulations there's no need for product registration but we need only :

1-Company Registration

2-Site production Registration

-Alsalam has excellent experience in finalizing registration (which is the most important and difficult step)of new products in short time.



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THANK YOU