القوسان كروب
AL QAWSAN GROUP

IRAQ PHARMACEUTICAL DISTRIBUTION

Strategic Distribution Partner for the Iraqi Market

HEAD OFFICE

Al-Qawsan Scientific Bureau
Iraq, Baghdad, Qadisiya

WEBSITE

www.alqawsangroup.com

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What We'll Cover

01	Group & Company Profile	Al Qawsan Group, its four member companies and our integrated operating model
02	Distribution Infrastructure	Licensed warehouses and GDP-compliant logistics network
03	Sales & Marketing Network	120+ medical representatives with CRM-based performance tracking
04	Market Focus & Therapeutic Areas	Proven expertise in cardiometabolic, diabetes, CNS, and chronic therapies
05	Geographic Coverage	Full operational coverage across all 18 governorates of Iraq
06	Compliance & Quality Standards	GDP-certified operations with temperature-controlled delivery
07	Partnership Value Proposition	Why Al-Qawsan is your ideal strategic partner in Iraq
08	Next Steps	Building a joint business case and 5-year forecasts

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Al Qawsan Group

An integrated healthcare group that links Swiss regulatory standards with Iraqi manufacturing, scientific promotion and nationwide distribution.



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One Group, Four Companies

Each company owns one link of the value chain — together they take a product from European registration to the Iraqi patient.

Al Qawsan Group

Parent group · القوسان كروب

CAS S.A. — Switzerland

International arm · Marketing Authorisation Holder (MAH) & European regulatory portfolio

INTERNATIONAL

IRAQ OPERATIONS

Al-Qawsan Scientific Bureau

Product registration, medical promotion and GDP distribution across all 18 governorates.

Damo Factory

Local manufacturing of pharmaceutical preparations in Iraq.

Nakheel Scientific Bureau

Scientific office for product representation and medical promotion.

ABOUT US

Al-Qawsan Group

OVERVIEW

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AL QAWSAN GROUP

01 Market Position

One of Iraq's leading private pharmaceutical distributors with established reputation and proven track record

02 Coverage

Full operational coverage across all 18 governorates of Iraq, ensuring comprehensive market access

03 Integrated Model

Combining medical promotion, regulatory management, and distribution logistics for speed and compliance — powered by ERP and CRM systems

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AlQawsan Group in Numbers

18

GOVERNORATES

Full operational coverage across Iraq

5

STRATEGIC HUBS

Baghdad, Basra, Erbil, Mosul, Najaf

3,000 m²

LICENSED WAREHOUSING

Primary hub in Baghdad

120+/line

FIELD FORCE

Medical representatives & sales officers

1,200+/company

WEEKLY PHYSICIAN CALLS

Clinics, hospitals and pharmacies

6

SPECIALIZED PHARMACISTS

Registration & regulatory team

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Core Operational Capabilities

Combining medical promotion, regulatory management, and distribution logistics for speed and compliance.

01

Medical Promotion

Strategic brand promotion and physician engagement programs

02

Regulatory Management

Full regulatory compliance and product registration support

03

Distribution Logistics

GDP-compliant warehousing and temperature-controlled delivery

OFFICIAL WEBSITE
www.alqawsangroup.com

COMPANY PROFILE
Corporate overview available online

Regulatory Excellence & Financial Strength

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Integrated Regulatory Framework

SWITZERLAND

Global Standards

Partnered with CAS S.A. (Switzerland)

Specialized pharmaceutical marketing and international regulatory portfolio management (MAH).

CAS SWITZERLAND

IRAQ

Local Execution

Al Qawsan Group companies in Iraq

Lead on-the-ground registration, MOH liaison, local manufacturing and national distribution.

مكتب القوسان العلمي
Al-Qawsan Scientific Bureau

مكتب النخيل العلمي
AL NAKHEEL SCIENTIFIC BUREAU

THE RESULT **Seamless dossier transition from European standards to Iraqi compliance.**

Financial Infrastructure

01 DIRECT BANKING SUPPORT

Backed by our privately owned affiliated Bank.

02

Operational Speed

Direct control over trade financing, international payments, and swift Letter of Credit (LC) issuance.

03

Market Stability

Financial independence ensures consistent supply chain operations and risk mitigation in volatile markets.

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The Competitive Edge

01

Regulatory Agility

Swiss-managed portfolios paired with deep-rooted Iraqi MOH expertise.

02

Financial Security

Zero reliance on third-party lenders; guaranteed payment cycles.

03

Market Leadership

A self-sustaining ecosystem designed for rapid market entry.

> **This dual capability allows us to launch, sustain, and expand international brands effectively across Iraq's entire healthcare ecosystem.**

COMPREHENSIVE MODEL

OPERATIONAL EXCELLENCE

Distribution Infrastructure

Licensed Warehouses & GDP-Compliant Logistics Network

PRIMARY HUB — BAGHDAD

Licensed warehouses strategically located in Baghdad, serving as the central distribution hub.

Temperature-Controlled
Cold chain maintained

GDP Standards
Full compliance

Product Integrity
Quality assurance

Timely Delivery
Nationwide coverage



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5 Regional Hubs

Baghdad	Primary Hub
Basra	Southern Iraq
Erbil	Kurdistan Region
Mosul	Northern Iraq
Najaf	Central Region

Our comprehensive logistics network ensures product integrity and timely delivery across Iraq's diverse geography, from urban centers to remote regions.

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Sales & Marketing Network

Field Force Excellence with Data-Driven Performance Tracking

120+/line

MEDICAL REPRESENTATIVES & SALES OFFICERS

Organized by therapeutic area and territory

1,200+/company

WEEKLY PHYSICIAN CALLS

Covering private clinics, hospitals, and pharmacies

100%

CRM-BASED REPORTING

Data transparency and performance tracking

MARKET PRESENCE

Organizational Structure

1. **High Priority**
   Key Accounts
2. **Territory-Based Coverage**
   Nationwide
3. **Multi-Channel Engagement**
   Private clinics, hospitals, and pharmacies

COVERAGE CHANNELS

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Private Clinics

Dedicated teams for each therapeutic category

Hospitals

Systematic geographic allocation

Pharmacies

Multi-channel engagement

Kimadia – Public Sector

State supplier to all public hospitals, via public tenders · ISO 9001:2015

CRM-BASED REPORTING SYSTEM

Each team operates under a sophisticated CRM system (Dofied) ensuring data transparency, real-time performance tracking, and measurable outcomes for all promotional activities.

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Market Focus

Proven Success in Key Therapeutic Areas

01 PROVEN BRAND LAUNCHES

Cardiometabolic Diseases

Strong presence in cardiovascular and metabolic disorder treatments with established physician relationships

02 SUSTAINED MARKET GROWTH

Diabetes Care

Comprehensive diabetes management portfolio with sustained growth in insulin and oral antidiabetic segments

03 BROAD MARKET ACCESS

Antibiotics

Robust antibiotic portfolio with strong hospital and clinic penetration across all governorates

04 PATIENT-CENTRIC APPROACH

Chronic Therapies

Comprehensive chronic disease management with long-term patient support programs

Deep & Established Market Expertise

Proven brand launches and sustained growth in each therapeutic segment.

Hormone Treatments

EMERGING GROWTH SEGMENT

Growing presence in hormonal, fertility and reproductive health with specialized clinic partnerships

CNS Disorders

SPECIALIZED EXPERTISE

Established presence in central nervous system therapeutics with specialized medical representative teams

Food & Nutrition Supplements

PATIENT-CENTRIC APPROACH

Leveraging medical relationships to successfully launch and scale Food and Nutrition Supplements in the premium private sector

Oncology & Biosimilar

Deep-rooted connections with Iraqi Key Opinion Leaders (KOLs) and specialist physicians, ensuring high prescription trust

Dermatology & Cosmetic

EMERGING GROWTH SEGMENT

Expertise in managing high-end cosmetic portfolios that require specialized “Prestige” marketing strategies to reach affluent consumer segments

DUAL MARKET REACH

Private Sector

CORE BUSINESS ACTIVITY

Primary Focus
Private clinics, hospitals, and pharmacies nationwide

Market Leadership
Established relationships with key private healthcare providers

Revenue Driver
Core revenue stream with proven commercial success

Brand Building
Ideal for launching and establishing international brands

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Public Sector

GOVERNMENT SUPPLY CAPABILITY

Iraqi MOH Access
Capacity to supply through the State Company for Drugs and Medical Appliances (KIMADIA)

Dedicated Team
Specialized regulatory department for government tenders

Volume Opportunity
Access to large-scale public procurement contracts

Regulatory Expertise
Full compliance with government requirements

STRATEGIC ADVANTAGE

Maximum Coverage
Access to both private and public healthcare sectors

Revenue Diversification
Multiple revenue streams reduce market risk

Market Penetration
Comprehensive reach across all patient segments

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Geographic Coverage

All 18 Governorates — Strategic Hub Network

DISTRIBUTION NETWORK MODEL

Central Hub (Baghdad)

Primary warehouse and distribution center

Regional Sub-Distributors

Strategic locations across key regions

Last-Mile Delivery

Coverage to all 18 governorates

18	5	100%	24/7
GOVERNORATES COVERED	STRATEGIC HUBS	GEOGRAPHIC COVERAGE	LOGISTICS SUPPORT

NO TERRITORY LEFT UNDERSERVED

Our comprehensive network enables rapid product launch and sustained market presence from urban centers to regional markets across all of Iraq.

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Registration & Regulatory Overview

01

Product Registration

Submitting and following up on dossiers for new medicines, supplements, and medical devices.

02

Site Registration

Registering global manufacturing facilities to ensure they meet Iraqi standards for importation.

03

Quality Assurance Liaison

Working with the MOH to ensure products meet safety and efficacy standards before distribution.

04

Strategic Partnerships

Collaborating with global leaders.

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Licensed to Represent in Iraq

01 **Market Access**

Ensures that all imported pharmaceutical products are registered and authorized for sale in both the private sector and through public procurement (KIMADIA).

02 **Compliance**

Manages the legal requirements of Federal Law No. 40 of 1970, which mandates that foreign companies be represented by a registered Iraqi scientific bureau.

03 **Company Representation**

Licensed to represent and register international manufacturing units and their products with the Ministry of Health.

REGISTRATION AND REGULATORY TEAM

6

Specialized Pharmacists

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Quality Control Process

Every order passes four GDP-certified checkpoints — from the moment it arrives in our warehouse until it reaches the patient.

01

Receipt & Inspection

Every product is verified against documents and condition on arrival.

02

Storage Monitoring

Temperature and storage conditions are tracked continuously.

03

Order Fulfillment

Accurate picking and packaging, ready for dispatch.

04

Delivery Validation

Product integrity is confirmed at the point of delivery.

RESULT

Temperature-controlled integrity from warehouse to patient.

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GDP Framework & Commitments

Our quality checks rest on a documented GDP framework and four commitments that guide every shipment.

GDP COMPLIANCE FRAMEWORK

01 Temperature-Controlled Storage
Cold-chain requirements maintained throughout storage

02 Temperature-Controlled Transport
Cold-chain integrity protected during delivery

03 Quality Management Systems
Documented procedures and controls

04 Regulatory Compliance
Adherence to international pharmaceutical standards

COMMITMENT TO EXCELLENCE

Product Integrity
Maintained at every step

Documentation
Complete traceability

Patient Safety
Our highest priority

Global Standards
International compliance

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Partnership Value Proposition

Why Al-Qawsan is Your Ideal Strategic Partner in Iraq

01

Integrated Full-Service Model

Comprehensive solution combining promotion, regulatory, and logistics in one partnership

02

Extensive Geographic Coverage

Complete access to all 18 governorates through strategic hub network

03

Experienced Field Force

120+ medical representatives with therapeutic specialization and CRM tracking

04

Proven Therapeutic Expertise

Deep market knowledge in cardiometabolic, diabetes, CNS, and chronic therapies

05

Dual Market Access

Capability to serve both private sector and public sector (KIMADIA)

06

GDP Compliance

Full adherence to Good Distribution Practice standards and quality assurance

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IDEAL STRATEGIC PARTNER

Al-Qawsan’s comprehensive model, extensive coverage, experienced team, and proven track record make us the ideal partner for international pharmaceutical companies seeking reliable, compliant, and effective market access in Iraq.

Successful Brand Launches

Proven ability to launch and establish international pharmaceutical brands

Sustained Growth

Consistent market expansion and revenue growth across all segments

Long-term Partnerships

Building lasting relationships with international pharmaceutical companies

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Next Steps

Building a Joint Business Case — Strategic Roadmap

PROPOSED COLLABORATION STEPS

01

Internal Evaluation Completion

Partner's assessment of shortlisted products

02

Joint Business Case Development

Collaborative market analysis and strategy

03

5-Year Market Forecasts

Revenue projections and growth scenarios

04

Product Portfolio Optimization

Final selection based on MOQ and value criteria

05

Partnership Agreement Framework

Contractual terms and operational details

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Strategic Partnership

International and regional manufacturers who already trust Al Qawsan Group to register, promote and distribute their products in Iraq.

CAS SWITZERLAND
GYPTO PHARMA
ADCO
هولدي فارما
mayla PHARMA
MEMPHIS Pharm. & Chemical Ind.
CORONA
Alexandria Pharmaceuticals
CAROLINA PHARMA
NILE
Kahira Pharmaceuticals & Chemical Industries
Nasr Pharma
dawah PHARMACEUTICALS
DORCAS
MICROSYNERGY
saiph
THERA
SIBIONICS 硅基仿生
BioWell Laboratories
unimed Laboratoires
SDI

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Strategic Partnership for Market Success

Partner with Al Qawsan Group to bring quality pharmaceutical products to the Iraqi market — from Swiss registration through CAS to local manufacturing, promotion and nationwide distribution.

WEBSITE	COVERAGE	COMPLIANCE
www.alqawsangroup.com	All 18 Governorates	GDP-Certified

Looking forward to your feedback and the opportunity to build a successful partnership.

Wishing you a pleasant weekend

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