



COMPANY  
**PROFILE**



Your Health Partner



**INTERPHARM**  
Pharmaceuticals & Cosmetics



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# EXECUTIVE SUMMARY

A Highly Experienced Team with Diverse Backgrounds & Skills

A Responsible Leader of The Healthcare, Medical Equipment & Consumer Care in Palestine

A Unique Distribution & Marketing Network of More Than 50 Sales & Medical Representatives

Established in 2010

5 Board Members

A Diversified Portfolio That Includes Tablets, Capsules, Syrups, Suspensions, Injectables, Etc.

High turnover in small market



12 Years of Experience

Exclusive Partnership Agreements with Many International Manufactures

A Wide Range of Customers That Include Pharmacies, Drugstore Chains, Health Funds, Hospitals & Medical Clinics.

Ethics, Professionalism, Integrity, Quality of Service, Innovation & Trust are Excellent 's Core Values

# BUSINESS

## DESCRIPTION



### BACKGROUND

INTERPHARM Pharmaceutical & Cosmetics is a leading distributor of healthcare, medical equipment, and consumer Care in Palestine that was established in 2010.

INTERPHARM is the authorized distributor for +20 companies that covers all Gaza strip & West Bank, it works with many of the world's leading companies through various agreements, partnerships and joint ventures.

INTERPHARM is committed to meeting the growing needs of healthcare and pharmaceutical distribution in the country through its diversified portfolio of drug formulations such as:



tablets



capsules



syrups



suspensions



injectables



## VISION

To build Total Brand Value by innovating to deliver consumer value and customer leadership faster, better and more complete health services through continuous improvement driven by the integrity, teamwork, and innovation of Excellent people.

## MISSION

To lead the healthcare industry in Palestine with the highest standards, ensure medical equipment and consumer care products meet the needs of the community today and build capabilities to raise healthcare standards to meet the needs of future generations.



## VALUES

Ethics, professionalism, integrity, quality of service, innovation and trust are Excellent's core values. These values are implemented in every aspect of the company and combined with our deep understanding of the market.

## ACTIVITY

The company's activities range from a commercial agency, product distribution and services, on-site project management and registration services to solutions for pharmaceutical and medical logistics.



# SWOT ANALYSIS

- Dominant position in local market and broad network of stakeholders.
- Experienced & Skilled Staff.
- Mature brand image.



- Modern technology.
- Low profit margins in some items.

- Expansion in the supply chain.
- Financial support.
- Growing space.
- Regional markets.



- Currency devaluation.
- New competitors.
- Inflation.
- Insufficient power supply.

# GRAND STRATEGY

## MARKET DEVELOPMENT

Marketing existing products to relevant clients, by boosting distribution channels, in addition to advancing the contents of advertisement and promotion.

## PRODUCT DEVELOPMENT

Improving existing products substantially, besides creating or offering new but related products, marketed to current clients through established channels.

## INNOVATION

Involving innovation in the various managerial and operational practices, to deliver higher value to all related stakeholders.

## GROWTH

Assessing market needs, enhancing knowledge of clients' behavior, and improving effectiveness of promotion.

## CONCENTRIC DIVERSIFICATION

Departing from the existing base of operations, by acquiring a separate business with synergetic possibilities; counterbalancing the strengths and weaknesses of the two businesses.

# PARTNERSHIP

## WORLDWIDE NETWORKING

WOCKHARDT

wellion

VUAB pharma

Vitamed  
Pharmaceuticals

UNIPHARM 

Grindex

TRIMA  
FOR BETTER HEALTH 

tommeetippee

teva

  
TARO

Sweetango

medinox™  
POLY HEALTH CARE (INDIA)

sterop group

Sintetica®

SANOFI 

REKAH 

 Salf  
Lipid Management Solutions

  
bireit pharm  
For a Better Life

  
DRANPHARM

  
AMINO  
PHARMA

  
AGUETTANT  
MÉDICAMENTS  
MONDIAUX

  
ALTAN

 FRESENIUS  
KABI

  
Dexcel  
pharma



REIG JOFRE

Rafa.

Piramal

Pfizer

polpharma

Fisiopharma

شركة دار الفلاحين  
Pharmaceutical PLC  
Pharmaceutical Text

PANPHARMA

Mylan

LACALUT

MIP

CORDENPHARMA

MC  
MEDOCHEMIE

Lyomark  
PHARMA

Lundbeck



Rubió

KERN  
PHARMA



KEDRION  
BIOPHARMA  
Keep Life Flowing

KalceX

LABORATOIRES  
GILBERT

imuna  
WHERE INNOVATIONS  
MEET TRADITIONS

KAMADA  
High Quality Pharmaceuticals

Beauty  
CODE  
استجمالاتي كوستموتو

GSK

FREZYDERM

HBM Pharma

Hospira

hameln

BioAvenir

Baxter

BEIT JALA  
PHARMACEUTICAL CO.

B. BRAUN  
SHARING EXPERTISE

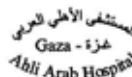
AGC  
مجموعة شركات الأدوية  
Arab-German Pharmaceuticals (S.A.S.)

AMGEN

مجموعة شركات الأدوية  
Al-Qade Pharmacuticals Group

# OUR CUSTOMERS

NGOs, international organizations, Ministry of health and Hospitals.





# DISTRIBUTION **CHANNEL**

INTERPHARM has a unique distribution and marketing network of more than 8 sales and 10 medical representatives, as well as a wholesale organization and chain of local pharmacies.

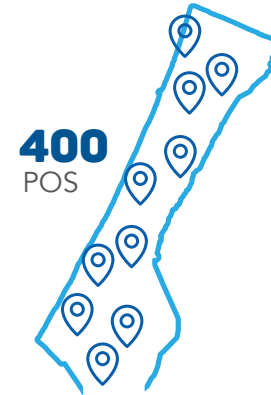
The company's offices in Gaza and West bank, allow to interface with partners and suppliers to provide efficient distribution channels and well-established networks with a clear focus on the Palestinian market.

INTERPHARM has a huge warehouse in Gaza that is approved by the Ministry of Health. All logistics operations are up to the highest standards, to obtain ISO 9001:2008 certification shortly.



## GAZA STRIP

INTERPHARM services are unique in the extent of customization that the company performs to customer needs and in its ability to reach all points of sale range in Gaza Strip health care and the retail market. Interpharm service a wide range of customers that include pharmacies, drugstore chains, health funds, hospitals, and medical clinics.



## WEST BANK

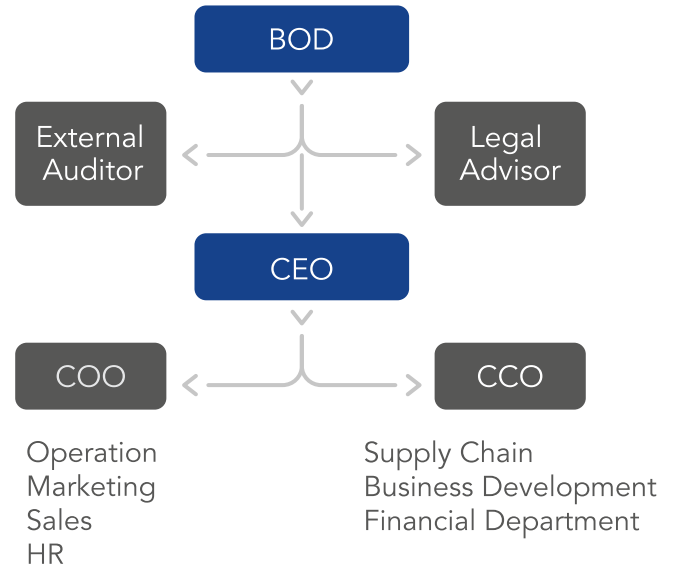
INTERPHARM services are unique in the context of fulfilling the specific customers' needs, in addition to make its ability to reach all health care centers in West bank and the retail market. INTERPHARM services include a wide range of customers such as pharmacies, drugstore, chains, health funds, hospitals, and medical clinics

# CORPORATE STRUCTURE

INTERPHARM is one of the most professional and efficient partners in Pharmaceutical & Cosmetics industry within Palestine, the team is unrivaled regarding experience, background training, and efficiency in delivering results.

The founders of INTERPHARM have a truly distinctive track record of creating market leaders in healthcare and other sectors.

The company is managed by a highly experienced team consisting of the Palestinians with diverse backgrounds and skill sets.



# COMPANY HISTORY



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 **INTERPHARM**  
Pharmaceuticals & Cosmetics



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