Tabuk Pharmaceuticals develops, manufactures, markets and distributes branded generic pharmaceuticals and under-licensed products globally, with a strong focus on the Middle East and North Africa region.

Aspirations

ESTABLISH
a leading position in the MENA region

DEVELOP
a pioneering organization

ARCHITECT
a diversified portfolio of medicines

STRIVE
for operational excellence across functions and geographies

BUILD
a multicultural workforce

NURTURE
industry top-talent

Our core lies in quality, performance and courage
Fast facts

- Found in 1994 in Riyadh, KSA
- Largest private Saudi pharmaceutical company
- 2500 employees
- Portfolio registered in 5 European countries
- Commercial operations in 25 countries
- 3 active manufacturing sites, 2 under study
- +25% CAGR sales growth
- More than 250 registered products
- Only facility in KSA for lyophilized injectables
A range of business activities

- Developing and marketing a wide range of branded generic and under-licensed products in various forms and dosages.
- Manufacturing high-quality products at sterile and non-sterile cephalosporin and non-cephalosporin plants.
- Distribution of pharmaceutical products in 25 countries worldwide.
- Representation of several international companies in the field of pharmaceuticals, cosmetics, medical devices and food supplements through our dedicated agency and distribution arm.
Tabuk Pharmaceuticals has outperformed the industry in MENA

Top 15 corporations

Source:
IMS Health. Coverage only includes retail markets for Saudi Arabia, UAE, Kuwait, Lebanon, Jordan, Egypt, Algeria, Morocco and Tunis.
The size of the bubble represents 2013 IMS sales.
A rich portfolio in key therapeutic areas

**Cardiovascular**
Rich generic portfolio for blockbuster products in hypertension, hypercholesterolemia, atherosclerosis and angina

**Central nervous**
Broad portfolio for leading products in epilepsy, psychosis and depression

**Musculoskeletal**
Effective portfolio for generic and under-license muscle relaxants, NSAIDS and anti-osteoporosis treatment

**Infectious**
Diverse generic and under-license portfolio to treat mild, moderate and severe infections

**Respiratory**
High-quality treatments in asthma and allergy

**GI and diabetes**
Strong generic portfolio in gastrointestinal disorders and diabetes
A sustained growth momentum

A consistent growth trajectory
USD, millions

2010

2014

~100

~300

2010

2014

A leading market position

1999

2001

2007

2014

10

5

3

Rank

Rank

Rank

Rank

Source:
1. Data on file, financial information
2. IMS Health Saudi Arabia Retail Market, Q1 2013
# A strong local presence across MENA

<table>
<thead>
<tr>
<th>Product Type</th>
<th>Production Capacity</th>
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</thead>
<tbody>
<tr>
<td>Tablets</td>
<td>2.5 Billion/Year</td>
</tr>
<tr>
<td>Injectables (Inj. Vials)</td>
<td>46 Million/Year</td>
</tr>
<tr>
<td>Shampoo</td>
<td>5 Million/Year</td>
</tr>
<tr>
<td>Capsules</td>
<td>625 Million/Year</td>
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<tr>
<td>Sachets</td>
<td>6 Million/Year</td>
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<tr>
<td>Dry oral suspensions</td>
<td>12 Million/Year</td>
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<tr>
<td>External solutions &amp; lotions</td>
<td>8 Million/Year</td>
</tr>
<tr>
<td>Oral syrups, suspensions</td>
<td>31 Million/Year</td>
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<tr>
<td>Ointments &amp; creams</td>
<td>9 Million/Year</td>
</tr>
<tr>
<td>Nasal spray</td>
<td>3 Million/Year</td>
</tr>
</tbody>
</table>
Upholding our leading position as a credible, innovative and ethical provider of high quality medicine.

Building new partnerships and leverage existing collaborations to drive growth momentum.

Striving to perform at the highest ethical standards.

Shaping a future as a MENA regional leader
Corporate responsibility is at the core of Tabuk’s daily operations. We are committed to our patients, our people and our communities.

Our approach is to use our expertise and partnerships to create a positive impact around the world.

As we touch the lives of patients, we aim to achieve this as both an ethical sustainable business and a responsible corporate citizen. To us this involves continually improving our efforts to nurture a workplace of diversity and inclusion. We strive to build long-term partnerships in our communities in order to find solutions to the health challenges of today, and tomorrow.
Why partner with us

Strong local operational infrastructure and expertise across all MENA markets.

Sustained growth trajectory.

High investment in infrastructure, product development, brand building and human capital across MENA.

Unrivalled registration, market penetration and launch performance.

Fully owned subsidiary of Astra Industrial Group (AIG), a publicly traded company on the Saudi stock exchange, which provides extensive financing options to fund our growth.

Uncompromising quality and business ethics.
Global network of business partners