



ALZYTONA GROUP

**SATISFIES**

**YOUR**

**NEEDS**



## GENERAL MANAGER WORD

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Allow me to introduce ourselves to you today as a company with a distinguished reputation in Yemeni market, with more than 15 years of excellence and Experience in the field of Pharmaceutical marketing and sales, which was the result of our commitment to implement and applying the most comprehensive marketing and sales strategies that are consistent with ethical standards and regulations.

From our point of view, the most effective companies are the ones that always consider ethical practices, and credibility in Business is always the right way to customer satisfaction. In addition, it contributes significantly to achieving sustainable and successful Business relation with Distributor and manufacturers from all over the world around the world, and this in turn helps providing innovative products of high quality to our customers and our community and also helps to improve the quality of their lives.

At Al-zytona Group, We always have passion, energy, enthusiasm and new thinking, which drive us towards our commitment to provide high quality service, and have helped us tremendously in shaping our future and our aspirations to be leaders in the pharmaceutical market.

Our vision of the market requires and deserves to attract all talented individuals and marketing and a sales professional to work with us and provide them with an environment that helps them to innovate. We also encourage manufacturers from all parts of the world to build a sustainable business partnership with us to contribute to providing a high-quality pharmaceutical service that contributes to achieving the goals of all parties

We welcome all of you, as creative, innovative individuals, as well as manufacturers from all over the world who share the same enthusiasm for establishing a sustainable and long-term fruitful business partnership that fulfills the aspirations and goals of all.

Have a wonderful time exploring our company.

Sincerely

**Dr. Abdulwahab Al-Moshiki**

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# ABOUT AL-ZAYTONA GROUP

The beginning of our business journey in the field of sales and marketing started in 2006 by signing contracts with a number of distinctive hospitals through which we were able to manage and control the business operations of pharmacies and stores of these hospitals.

Our commitment to Practice ethics and credibility has greatly contributed in expanding the business and in addition, attracting a more and more clients to these hospitals since the first year, and this in turn has placed us in a distinctive position for many of pharmaceuticals manufacturers and suppliers.

Within a few years, al-zytona group were considered to be as one of the most potential sales point for many local suppliers of multinational manufacturers such as GSK, Merck, MSD, Novartis, Sanofi and many other manufacturers and suppliers and all competing to have business with us .

Accordingly, we started hiring more staff members with high who share the same enthusiasm and vision with us and provided them with needed work environment and continuous training programs to make our company a great place to work in.

Today, our management has the ability and all needed Requirements as to become a distinguished Market supplier and to market our own brands by signing exclusive distribution agreement with global manufacturers of high quality brands covering different Products Portfolio from Otc, cardio, Obs. Gyn, Ophthalmic, OrthoNeuro, Onco, and Hormons ..etc.

Thus, the company strategy now is to build business partnership with global Pharma manufacturers and encourage them to invest in the Yemeni market as it's one of the promising markets in the area and provide them with all support which will assist them reaching their goals.

# OUR BUSINESS SUBSIDIARIES



**ZYTONAPHARMACIES**  
CHAIN



**ZYTONA PHARMA**  
(WHOLESALERS)



**SEMS PHARMA**  
SALES AND DISTRIBUTION

**PHARMA  
Sells**

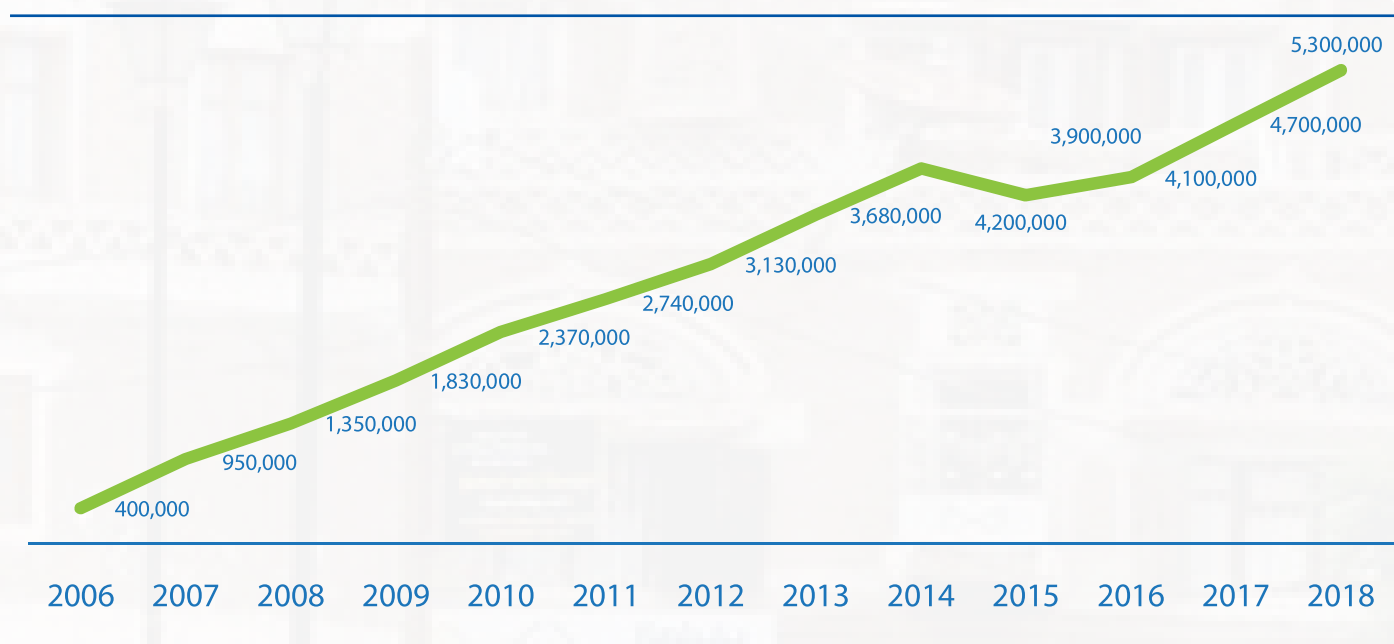
**M** Marksans  
Pharma Ltd.

**BROTIEN LAB- UK**

**•DONGA-A (KOREA)**

# BUSINESS TURNOVER

## Business Turnover



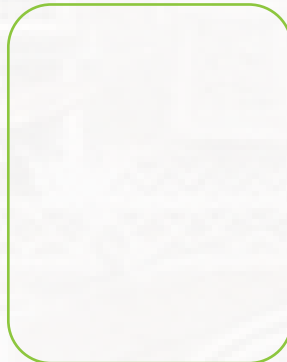
# OUR ADMINISTRATIVE BOARD



**DR.AHMED ALTHOUR**  
Chairman



**DR.ABDULWAHAB AL-MOSHIKI**  
General Manager



**Dr.Adnan Ghalib**  
Marketing And sales manager



**Mr.Abdulqader M. AL Shamery**  
Financial manager



**Mr.Saleh M. Difallah**  
H.R.



# OUR VISION



We are always committed and diligent towards achieving our goals and being a market leader

And make a clear difference in the eyes of our clients ,business partners, and Society and reach their satisfaction.

# OUR CORE VALUE

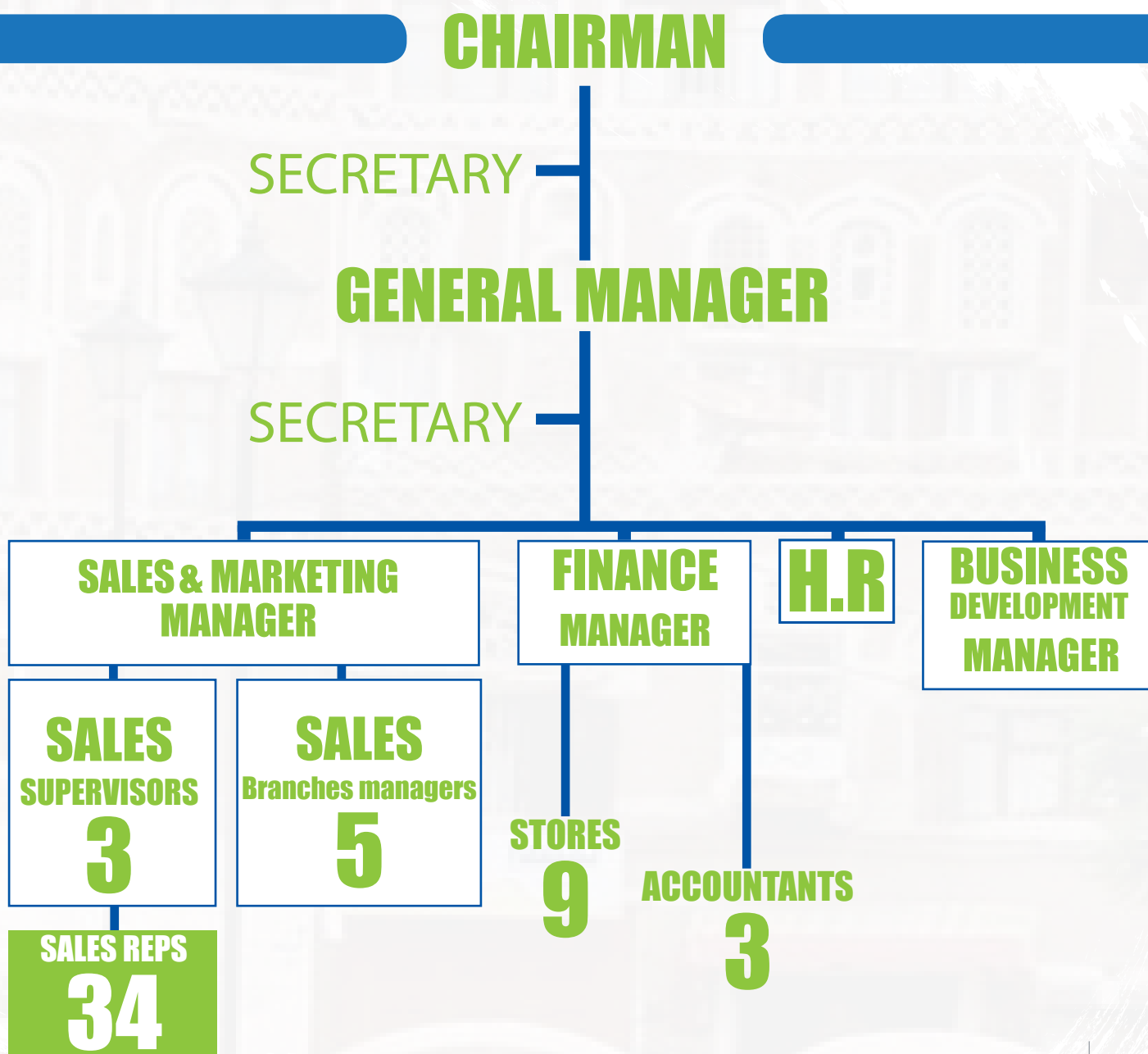
**INTEGRITY:** Integrity in our day-to-day activities has always been a Fundamental ethical principle in Zaytona Group, whereby we have been able to gain customer confidence and it has been always a major element in our success.

We always put the customers trust at the forefront of our daily assignments, and accordingly we are always committed to providing the best products or services that best meet the customer's demand and with Best Price.

**COLLABORATION:** is a powerful business tool for our company, It typically allows us to address problems and achieve goals that seem to be out of reach when working alone. By combining the Product quality of manufacturer and marketing expertise of our people, all partners involved in our business are better able to innovate and grow, and increase their competitiveness on many levels



# ADMINISTRATIVE STRUCTURE



# SALES AND MARKETING DEPARTMENT



This department is like a power station sending out energy to all departments of company, and the key parts of our business activity. It is what creates customers and generates income, guides the future course of our business and defines whether it will be a success or a failure.

For that reason a sustained effort is being made by our dedicated sales and marketing team, which today consists of 42 employees, all of whom are making extraordinary efforts to promote, establish, develop the business in a modern ethical way using all available up-to-date techniques of communication with customer and market activities based on the products or the market demand.

We always hire and attract the best professional staff members and provide the optimal work environment for them, and also provide continuous training and education programs to them to ensure that each member of the team is capable of delivering the business to the desired level.

# OUR BRANCHES

The company is expanding in much faster and ready now to cover the Yemen Market and deliver its products and services to the customers in every city and town

We have now more than 12 branches spread over most Yemeni governorates as well as more than 45 employees working in marketing and sales for the company products



Sa'adah office



Amran office



Mareb office



Dhamar office



Hodidah office



Aden office



Taiz office



Mukalla office



Dhalea office



Mareb office



Saeoon office



# FINANCE DEPARTMENT

The finance department covers a wide range of tasks from basic bookkeeping to providing information to company management in making strategic decisions. At the base level, our bookkeeper will be responsible for all the day-to-day transactional accounting for the company. This will include the tracking of all transactions. The department is also responsible for management of the company cash flow and ensuring there are enough funds available to meet the day-to-day payments.

It also encompasses the credit and collections policies for the company's customers, to ensure the company is paid on time, and that there is a payment policy for the company's suppliers.

This department is filled by professional staff members with accounting experience and high standards.

The finance department will work with management to prepare the company budgets and forecasts, and to report back on the progress against these throughout the year. This information can be used to plan staffing levels, asset purchases and expansions and cash needs, before they become necessary.



# H.R.

We always believe that an efficiently run human resources can provide our company with structure and the ability to meet business needs and achieve growth.

this can be done through managing our company's most valuable resources -- its employees.

Our H.R is handled by H.R. specialist with long expertise, its responsible for hiring, training, designing compensation and benefits and setting work regulation for our

Staff. The forward-thinking of human resource department is devoted to providing effective Policies, procedures, and people-friendly Guidelines and support within companies.

Additionally, it serves to make sure that the Company mission, vision, values or guiding Principles, the company metrics, and the Factors that keep the company guided toward success are optimized



# CONTACT US

**NEEDS**  
**YOUR**  
**SATISFIES**



CONTACT US :

**AL-ZYTONA GROUP**  
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**SANAA, REPUBLIC OF YEMEN**



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