



**SAGEPHARMA COMPANY
FOR MEDICINES & MEDICAL SUPPLIES**

IRAQ - DUHOK



**COMPANY
PROFILE**



www.sagepharmaco.com

Company Name:

Sagepharma Company

Address:

Iraq, Duhok City, KRO Area, Zerka St.

Type of Business:

- A. Medicines (Pharmaceutical, Supplementary and Herbal products).
- B. Medical Supplies.



Establishment:

The company was initially established under the name of **Danas** company since 2001 and then changed to **Barcopharma** company officially under # 6379 MOH registration on 30 July, 2009;

Then we found a new company, **SAGEPHARMA** Company under # 15117 MOH registration on 25 July, 2012, which is responsible for all Pharmaceutical, Herbal & Cosmetic Departments issues, we established this company specifically toward doing better and greater work on mentioned departments.

Company Branches:

- A. Main office is located in Duhok city, registered in KRG MOH.
- B. Al- Razan scientific Bureau in Baghdad, Al Nasr Sq. Albataween, Alsaadon St.; registered in Baghdad MOH.
- C. Al- Brouge Company in Basra / Al- Ashar Q., Al- Kazara proven.
- D. Sub offices in all governorates of Iraq.



Bank Address:

Bankers detail:

Bank Name : Dar Es Salaam Investment Bank

Address: Al Nedhal St., Al Sadoum Park, 103/41/3, Baghdad,
Iraq.

Tel : (009641) 7177703/04/08

Swift Code : DSIVIQBA

Beneficiary: SAGE PHARMA COMPANY

A/C. No.: 024-007601-160

Branch: DUHOK



Shipping Address:

Notify address (Shipping Company):
Mohammed Shakhtour
Business Development Manager
Arch Global Logistics
P. O. Box 4076 Amman 11953 Jordan
Tel: 00962 6 5608881, 2, 3
Fax: 00962 6 5608884
Mob: 00962 79 5653303
Email: Shakhtour@Archagl.com
Website: www.archagl.com
Msn: Shakhtour_mohd@hotmail.com



dreamstime.com

Ownership:

The company is private and owned by:
Dr. Jan Jossef Ghanem.

Management:

The company is directly managed and supervised by the
General Manager: (Mr. Jala Jameel Ebrahim);
And the sections run by these staffs: (Administrator,
Liaison officer, Finance Manager, Information Department
Director, Sale & Procurement Team and Warehouse
keepers).



Sales and Marketing teams:

- A. **Sales team** consists of three officers (Sale’s Department Director, Sale’s Manager & Accountant). The team is responsible for conduct daily contacts to customers in order to assess their needs, and preparing their request as in direct and close contact with Marketing team specially Information Director and Sales Representatives.
- B. **Marketing team** consist of about 100 personnel (Information Department Director, scientific Department Director, Area Supervisor, Field Supervisors, Coordinators, Medical Representatives, Pharmacy Representatives & Sale’s Representatives).

The team is responsible for checking the overall market situation and conduct surveys on the availability of medicines and medical supplies; and daily marketing and propaganda with the new international methods of marketing for each single product of each single supplier company.



Annual transactions:

- I. From (2001 – 2003) medicines and medical supplies worth of \$4,000,000 were sold to different sides in Iraq per year.
- II. From (2004 – 2006) \$6,000,000
- III. From (2007 – 2008) \$8,000,000
- IV. From (2009 – 2010) \$12,000,000
- V. From (2011 - 2012) \$13,000,000
- VI. From (2013 - 2014) \$14,000,000
- VII. From (2015) \$15,000,000



Current Distributorships:

Sagepharma Company distributes its goods (Medicines, medical supplies and laboratory equipment) to all governorates in Iraq especially to (Ministry of Health, Governmental hospitals, University Laboratories, Medicine manufacturers, Health institutions, Private laboratories, International NGOs operating in Iraq, and private drug stores and pharmacies) on regular basis.

Stock keeping (Store):

1. The company store is under the regular supervision of qualified staff. All goods are stored under certain digress to avoid any damages because of bad storing conditions.
2. In order to facilitate the storing process, the company has classified its goods under three stocking levels:
 - i. Medicines, are keeping under the required atmosphere.
 - ii. Medical Supplies.
 - iii. Laboratory Kits which needs an appropriate atmosphere under certain degrees (15c – 30c) and (4c – 8c).



Current Suppliers

Medicines (Exclusive agent in Iraq):



OSEL İLAÇ SANAYİ VE TİC. A.Ş.

www.osel.com



ATABAY
FINE CHEMICALS INC.

www.atabay.com

Iraqi Factory (Exclusive agent in KRG):



www.alrafidain-pharma.com

Herbal & Cosmetics (Exclusive agent in Iraq):



Ban Labs Ltd., India

www.banlab.com

Pharmaceutical Companies





ATABAY: www.atabay.com

ATABAY was founded in Istanbul by Mr. O. Kemalettin Atabay, Pharmacist, in 1939, prior to the outbreak of the 2nd world war.

The company had emerged as a trading business, importing and marketing pharmaceutical products.



Osel: www.osel.com

Part of the SEL group, Osel started its activities in Cengelkoy as one of the first parenteral solution manufacturers in Turkey in 1917. With its product range expanding, it relocated its facilities to its current location in Beykoz in 1982.

Aiming ethical and scientific manufacturing as its target, Osel currently has 212 registered products.

Every single of manufacturing processes are performed according to cGMP ve cGLP standards in its modern facilities in par with its total quality understanding.





Wadi Al-rafidain Factory: www.alrafidain-pharma.com

From the known factories in the production of pharmaceutical product at the level of national industry in Iraq, Was established in 1996 in the province of Baghdad Waziriya industrial, the start of the factory production of syrups & suspensions under cadres competent & under the supervision of a group of pharmacists industrialists, Has been expanded gradually until we reached to work on the tablet production in 1998, Working to provide high quality products to maintain a good quality of life & health .

In 2003, the establishment of a new building of the factory, in the province of Baghdad /BobAL-sham industrial, to include three sections, Sections for the productions of syrup, suspensions, & a section for the production of tablet & powders, & a section for the production of ointment & creams.



Herbal Company





Ban Labs Ltd.: www.banlab.com

Ban Labs Ltd. Is an Indian natural, herbal & cosmetic company which is founded in 1966;
company achieved 7 quality awards and outstanding Export Award 2009-2010;

Also it is accredited or approved or certified by many world's famous organization, like: WHO-GMP Certification, GXP (GMP, GPP & GLP) Certifications, In-House R&D certified and Iso 9001-2000 Certified;

Ban Labs Ltd is the fastest growing Herbal Sector in Herbal Medicine, Hair care & Skin Care Range in India.

Now a day, Ban Labs Ltd's products are available in more than 48 countries.

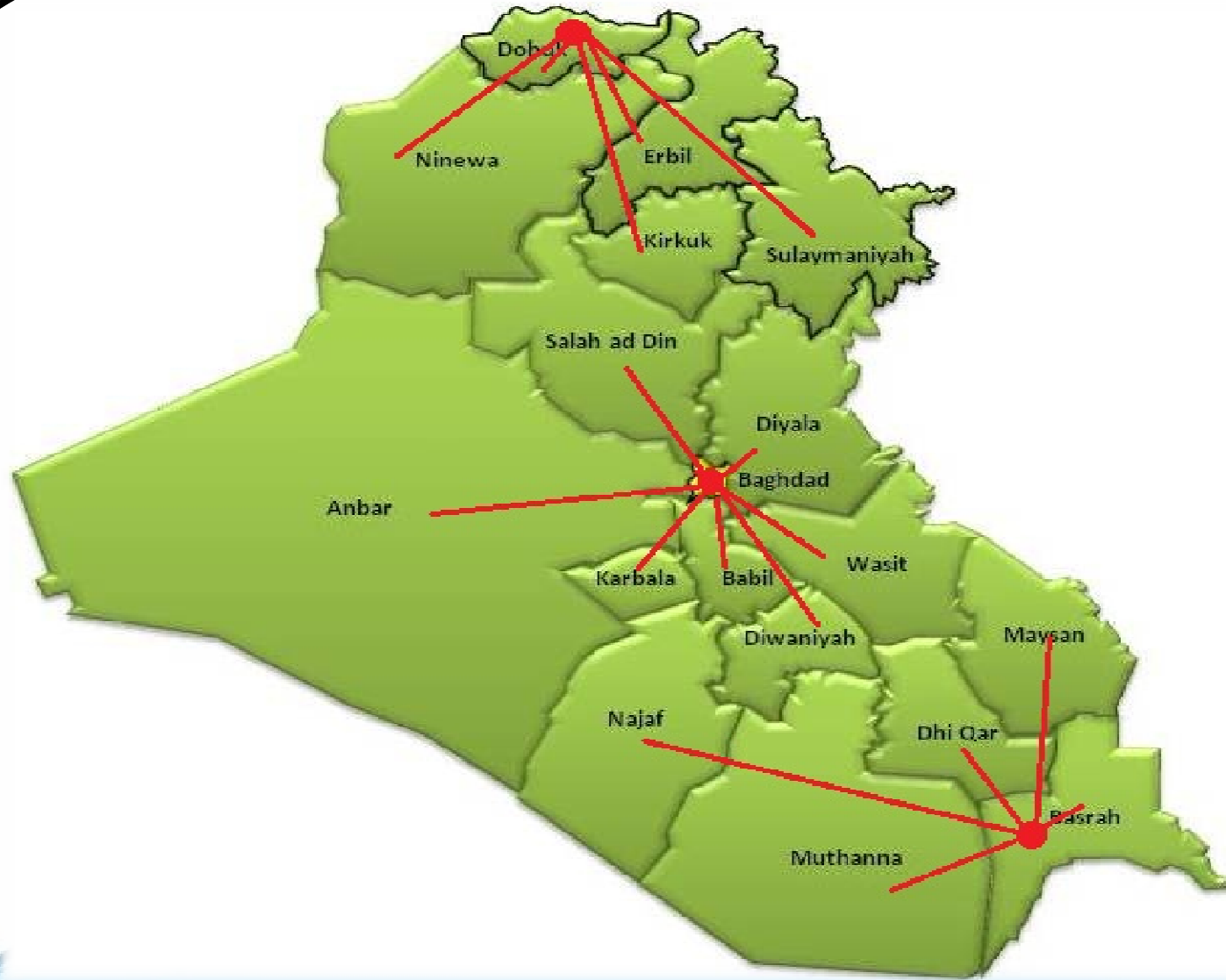


Distribution Methods:

The distribution is divided into three regional areas as per the below regional map;

- A. Five northern governorates, each has own advertising representative and sale representative, by Two cooling vehicles on daily basis.
- B. Baghdad and surrounded governorates, Al- Huda scientific Bureau is conducting distributions process as per the qualified specifications (In Baghdad direct and for the other governorates through sub-offices).
- C. Al-Brouge Company in Basra distribute to southern governorates in Iraq.





Approval / Certification:

SAGEPHARMA Company has been officially registered in the Ministry of Health (MOH).

Terms of payment:

Based on the articles of the agreement with suppliers, SAGEPHARMA Company has agreed to pay the amounts under two payments, 30% or 50% in advance then 70% or 50% before shipping the goods.



Strategic Goals:

The company intends to build excellent commercial relations with suppliers and distribution companies in the world and in Iraq for the sake of mutual benefits. In addition, the company aims to have contracts with qualified companies in order to import the best quality of medical and laboratories supplies to the country.



Registration Regulations for both of Companies and Products – Iraqi MOH and KMCA, MOH-Kurdistan Region:

General:

According to the pharmaceutical regulations in Iraq, a pharmaceutical product cannot be marketed unless it is registered. The product should be approved by national committee for selection of drug and national board for selection of herbal and food supplement. Registration is the filling of certain information about the safety, efficacy, quality and origin of products to be marketed in Iraq. Registration should be done by **manufacturers, marketing authorization holder, and contract manufacturers.**



Companies required to be registered are:

- A. Pharmaceutical companies that have one or more of a pharmaceutical factory.
- B. Companies producing General products and food supplement producing companies, and the therapeutic milk and neonate nutrition production companies.
- C. Medical appliances and disposable producing companies.
- D. Laboratory diagnostic kit manufacturers



Products that are required to be registered are any pharmaceutical products with A therapeutic effect, vaccines and sera and food supplement products:

- A. Prescription only drugs (full documentation is required).
- B. OTC drugs (reduced documentation* is required).

*Reduced documentation: - no bioavailability or bioequivalence study is required, however dissolution profile to be submitted.



Requirements for the registration of pharmaceutical companies:

- 1) Company registration form to be filled in one copy signed and stamped by the person responsible on the establishment.
- 2) GMP certificate Legalized from responsible authority and it should be valid.
- 3) ML Manufacturing license certificate legalized from responsible authority and that mention all the pharmaceutical production lines.
- 4) Copy of the CPP for at least two of its products released from one of the following authorities:



- a) FDA (USA), Food and Drug Administration.
- b) HPFB (Canada), Health products and Food Branch, therapeutic products directorate.
- c) EMEA (EU or any of its countries), European Union, European Agency for the Evaluation of Medical products.
- d) MHLW (Health authority of Japan), Ministry of Health, Labor, and Welfare, pharmaceutical and Medical Safety Bureau.
- e) TGA (Australian certificate).
- f) MHRA (UK certificate).
- g) Swiss Medic.
- h) GCC (central registration in gulf countries).

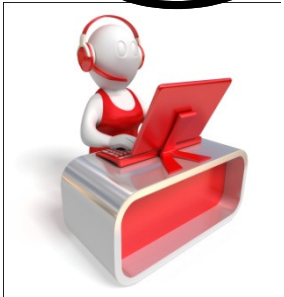
Otherwise the company should be inspected by Registration Department.



Requirements for the registration of companies producing general products, companies producing therapeutic milk and nutrition, companies producing food supplements:

- A. Company registration form to be filled in one copy Signed and stamped by the person responsible on the establishment.
- B. GMP certificate or any other certificate approved by responsible authority (the country of origin officially legalized).
- C. ML manufacturing certificate or any other Quality assurance certificate such as ISO 9001, 9002 or equivalent.



Contact Information

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|-----------------|---|
| Company Name | Sagepharma Company |
| Address | Iraq, Duhok City, KRO Area, Ashti St. |
| Contact Persons | Jalal Jameel Ebrahim (General Manager) Burhan Abdullah Zaman (Information & Scientific Department Director) Nawzad Jameel Ibrahim (Administration Director) |
| Web Site | www.Sagepharmaco.com |
| Email | main@sagepharmaco.com info@sagepharmaco.com |
| Tel | + 964- 750- 402 8845 + 964- 750- 450 1455 + 964- 750- 366 15 05 |
| Fax | + 964- 062- 721 3300 |





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WE Care About Your Health

