



**X E N O F A R M A**  
FOR TRADING MEDICINES AND MEDICAL SUPPLIES



COMPANY PROFILE ©2018  
[www.xenofarma.com](http://www.xenofarma.com)



*OUR FOCUS IS OUR STRENGTH*





PHARMACEUTICALS  
DIETARY & HERBAL SUPPLEMENTS  
COSMETICS  
DENTALCARE





## A B O U T

Headquartered in Erbil, Xenofarma is one of the most well-known pharmaceutical distribution companies in Iraq. We are a fast-growing company engaged in the marketing and distribution of a broad range of pharmaceutical products all over Iraq. We believe that our core strength and competitive advantage in the domestic market lies in our established presence in all major therapeutic areas including products related to gynecology, cardiology, nephrology, pediatrics, surgery and anti-infective, analgesics, vitamins, mineral and other nutrients.

## M I S S I O N

To passionately turn any challenge into a solution by collaborating with our partners through our extensive high-quality, affordable products in almost all therapeutic areas enabling people to lead a healthy, good quality life.

## V I S I O N

Our vision is to be the leading pharmaceutical company in Iraq, in terms of expertise, innovation and responsible entrepreneurship earning and maintaining the admiration and trust of customers and patients alike.

**38**

years of experience

**19**

governorates  
availability

**600**

wholesalers  
connectivity

**8000**

connections with  
pharmacies inside  
the territory

## CORE VALUES

- Diversity

We respect and include a broad range of peoples and ideas in our daily operations.

- Teamwork

We believe that connecting people and working in global teams is crucial to achieving our ambitious goals.

- Commitment

We work to meet responsibilities to stakeholders on a daily basis.

- Excellence

We believe we must strive for excellence in everything we do.

- Integrity

We believe in honesty, openness, trust, respect and reliability in all we do.

## MILESTONES & ESTABLISHMENT

Xenofarma is established in the year 1999 in Erbil as one of the main distributors in the Iraqi pharmaceutical market providing various therapeutic categories and rapidly expanding through opening multiple own branches and subsidiaries over years covering all over Iraq.



Xneofarma is committed toward growth and excellence as well as product innovation and quality despite the difficult and hard financial situation in Iraq in the past 18 years through which it managed to overcome becoming among the best distribution companies in Iraq over short period of time. I am proud that the company has exceeded its projections and expectations and I am hopeful to do so in the coming years.

I attribute a great part of success to my fellows in the company. It is through their dedicated efforts, innovative ideas and continuous support that your company has challenged its own limits and scaled a new summit of success each year. They deserve my gratitude for making Xenofarma the company that is it today.

**CEO**

**Dr. Farhad Ismail Khidhir**

**T A B L E  
O F  
C O N T E N T S**

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WE PROVIDE PATIENTS WITH MEDICATION EXPERTISE

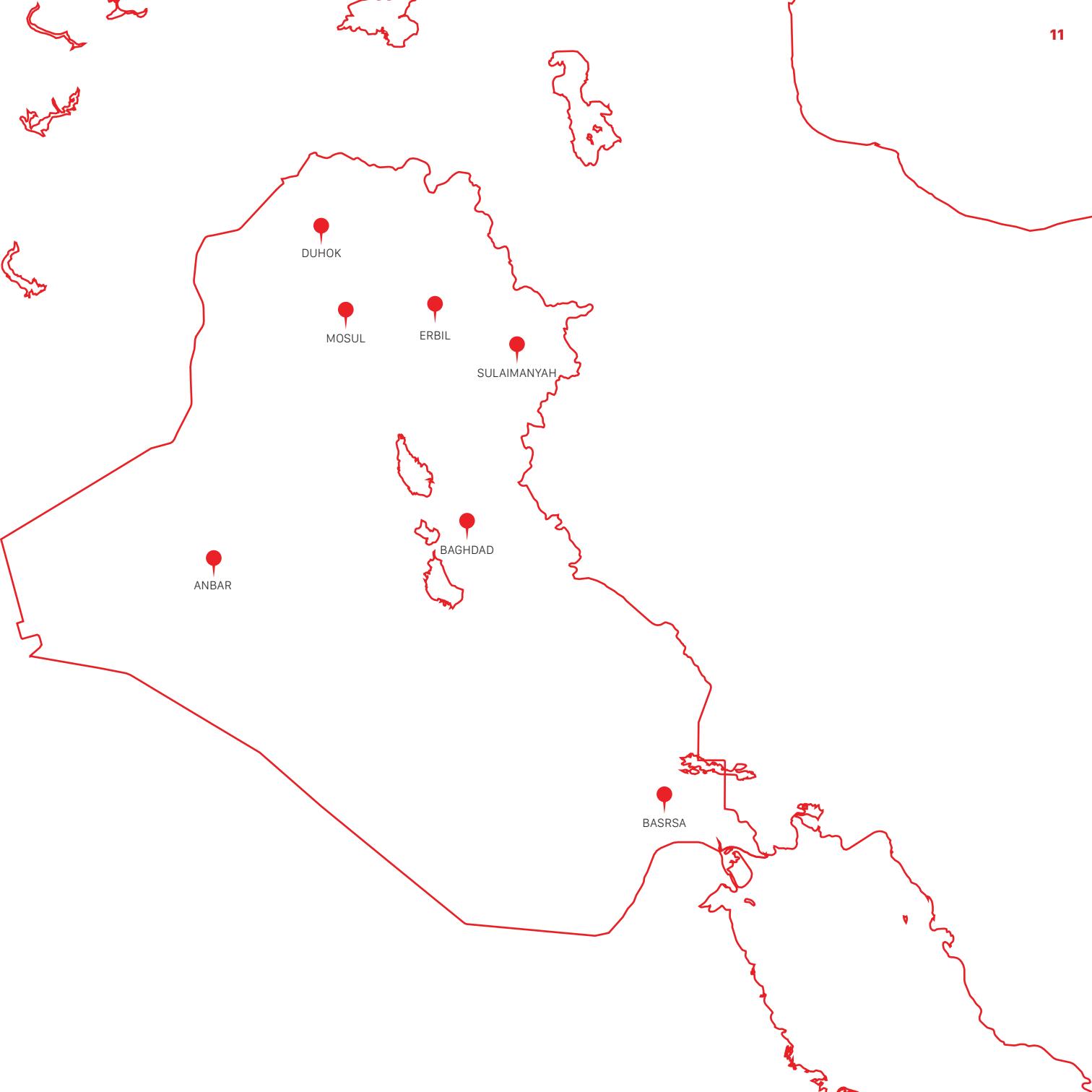


**GEOGRAPHIC**

**DISTRIBUTION**

Xenofarma Company operates and markets its products all over Iraq through its central and regional business units. The company works through a vertically integrated system from the company to the wholesales to the pharmacies and thereby the patients.





DUHOK

MOSUL

ERBIL

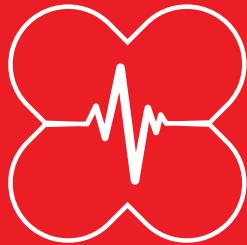
SULAIMANYAH

BAGHDAD

ANBAR

BASRSA

# COMPANY MILESTONES



1999

The business started  
as a drug store

2006

The business started  
to expand with more  
products portfolio

Xenofarma is established in the year 1999 in Erbil as one of the main distributors in the Iraqi pharmaceutical market providing various therapeutic categories and rapidly expanding through opening multiple own branches and subsidiaries over years covering all over Iraq.

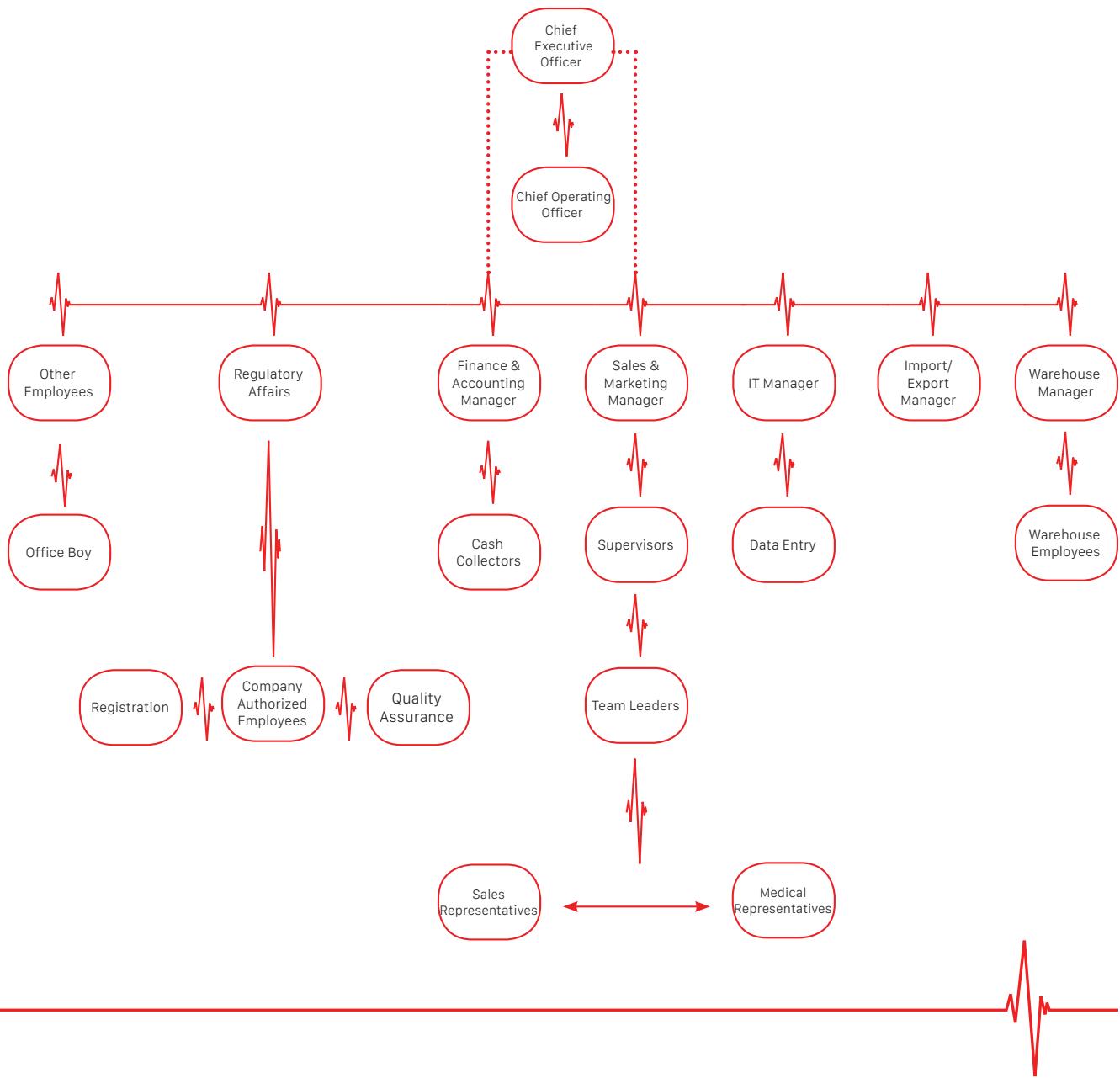
We as an emerging pharmaceutical company work with international standards and infrastructure that ensure our sustainable growth in the market improving the lives of patients.





## CORPORATE STRUCTURE AND ORGANIZATIONAL CHART

XENOFARMA HAS MORE THAN 100 EMPLOYEES ALL OVER IRAQ





# Good Warehouse, Handling, Storage and Transportation practices.

**i.** Products are not stored immediately adjacent to containers for waste or non-product items and are temperature controlled.

**ii.** Packaging Storage Practices: Packaging materials in full or partial quantities are adequately protected and stored in a sanitary manner. Identification and trace-ability are maintained. All items are stored to avoid direct contact with the floor (e.g. on pallets, slip sheets, or racks).

**iii.** Pallets are stored in areas that are free of moisture, dirt and litter and free of bird, insect or rodent contamination with contact to the floor.

# WAREHOUSES CAPACITY

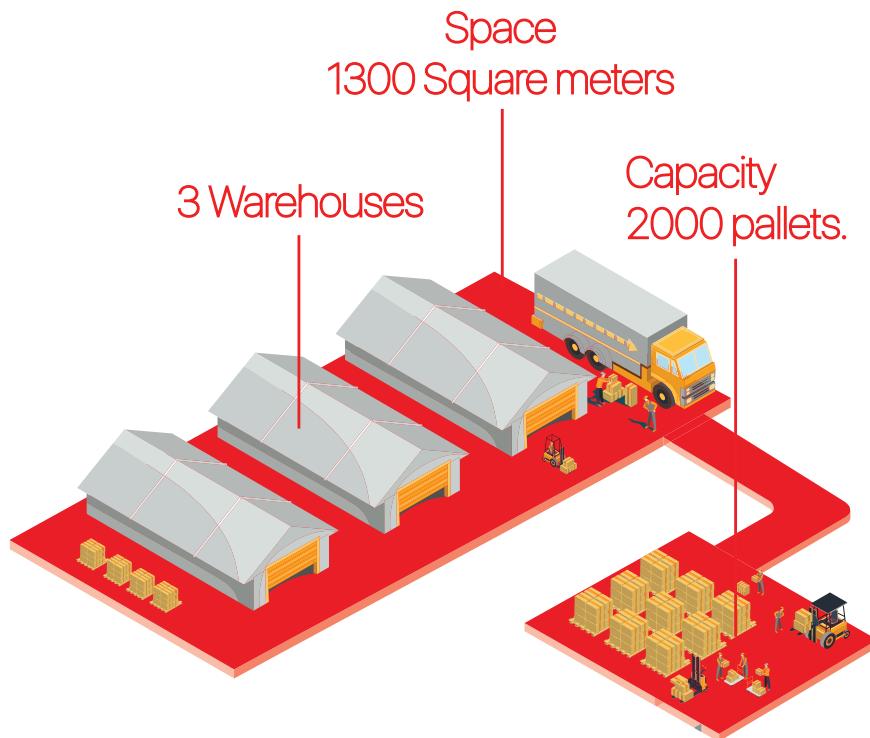
A primary objective of Xenofarma is to market safe products of consistent quality that meet or exceed the expectations of our customers and consumers. These expectations and associated documents do not alter, override or replace any requirements given in government regulations, which must also be met.

**iv.** A pallet inspection program shall be in place to verify that pallets are suitable for use (e.g. clean, dry, free from mold, off-odors and infestation, no broken wood or loose nails).

Erbil Sector



XENOFARMA HAS DISTRIBUTION CHANNELS ALL OVER IRAQ WITH 3 MAIN WAREHOUSES LOCATED IN ERBIL.



**v.** Product quality and integrity are preserved during transport strictly through temperature controlled trucks.

**vi.** Temperature controlled vehicles shall carry suitable on board temperature monitoring devices.

# OUR CONNECTIONS & THE SUPPLIERS



Distripharm Inc  
Canada



Elea laboratories  
Argentina



Dentaid  
Spain

Heel  
Germany

Walmark  
Czech

Erba Vita  
Italy

Erbozeta  
Italy

Sakura Salute al Naturale  
Italy



# erbozeta

## ENERGIA VERDE

## About

Erbozeta S.p.A. was established in 1987 in the ancient Republic of San Marino. The company produces and commercializes health products, such as food supplements and medical devices.

Founded as a commercial company and subsequently become a manufacturer, the company had a significant breakthrough in 2009 with inauguration of the new advanced production facility of 5200 square meters, developed to provide customers with the quality standards of pharmaceutical grade.

### Company Location

Italy  
Strada delle Seriole, 41/43  
Loc. Galavotto  
Z.I. Gualdicciolo  
47838 Chiesanuova (RSM)



2700 m<sup>2</sup>  
Production Area



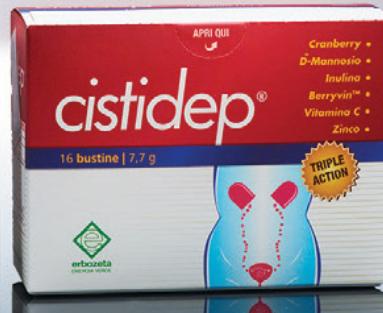
2300 m<sup>2</sup>  
Stock Warehouse



900 m<sup>2</sup>  
Warehouse for Shipment



700 m<sup>2</sup>  
Offices



The manufacturing site is currently under GMP certification for food supplements, while the management system is under ISO 9001 certification and ISO 13485.

From a single company, Erbozeta S.p.A. has become a group through the creation of new commercial companies: Pharmedica since 2008, Logus Pharma since 2013 and two international branches: Erbozeta Austria since 2013 and Erbozeta Asia since 2015.

Erbozeta has expanded its business in more than 40 countries in the World, and today is a leading manufacturer of food supplements and medical devices at the national and international level.

Expansion of the group into foreign markets started many years ago. Today ERBOZETA is present in Eastern and Central Europe, South-east Asia, Middle East, Gulf, North African countries and former Soviet republic countries.

The company is increasing its presence in the World by participation in the important international exhibitions of the industry and building up new collaborations with distributors and local partners.

The group is continuously growing also thanks to Contract Manufacturing that is an important part of our business activities.



100 m<sup>2</sup>

R&D and Quality Control  
Laboratories



31

Iso 8 Cleanrooms



110

Employees



180

Medical Representatives



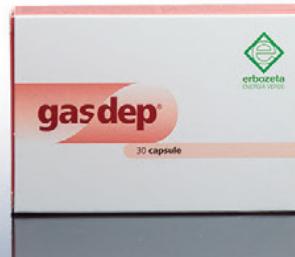
140

Distributors in Italy



50

Distributors in the World



# Laboratorio **ELEA**

## Company Location

Argentina  
Sanabria  
2353 (C1417AZE),  
Buenos Aires, Argentina

## About

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We are an Argentine Laboratory, which since 1939 investigates and develops reliable medicines for various medical specialties. Currently, we occupy the third position in the Argentine Pharmaceutical Market; backed by business units with leading brands, own Research and Development projects and licenses of important International Companies.



With industrial production plants that operate efficiently and a wide distribution network, we are decisively oriented to the development of new products, mainly in the areas of Women's Health, Cardiology, Neurosciences, Oncology and Free Sale.

In modern plants totaling 15,000m<sup>2</sup>, we produce millions of units per year and face the challenges posed by innovation, with a constant and planned investment policy.

To guarantee the excellence of our products, the Management of Quality Management and Technical Operations have a team of professionals in permanent training that allows them to comply with the highest standards and the current regulations of Good Manufacturing Practices (GMP).

Elea offers a portfolio of drugs to cover various therapeutic areas such as Cardiovascular, Central Nervous System, Anti-Infectives, Biosimilars and Women Health Care.

In recent years, Elea has placed emphasis on the commercialization and international expansion of its products in new markets through the network of local distributors and agents of representation in several countries around the world.

These efforts translate into our ability to adapt to the dynamics and needs of each market, which has resulted in significant growth in the area of International Business.

Today, Elea has an established presence in the International Market, where our products are available in all countries of South America, Central America, the Middle East, countries of the former Soviet Union, Africa and Southeast Asia, among others.



# -Heel

## Company Location

Biologische Heilmittel Heel  
GmbH  
Dr. Reckeweg-Straße 2-4  
76532 Baden-Baden  
Germany

## About

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Heel is a pharmaceutical company specialized in developing and manufacturing medicines made from natural ingredients for human and veterinary use.

We at Heel are pioneers in the field of natural medicine, and a spirit of curiosity defines how we think and work. This mindset drives the company today and can be traced back to our founding father, Dr. Hans-Heinrich Reckeweg.



Another distinguishing feature is our strong commitment to scientific research and the gathering of evidence.

Our natural medicines are safe and effective in the treatment of many diseases. With the help of cutting-edge research technologies, practice-based and experimental clinical research, Heel is dedicated to find out how these medicines work in the body.

Our goal: To develop therapies which are tailored even more to patients' medical needs.

We are convinced that the future belongs to a medicine, which is based on strengthening the capability of biological networks to regulate themselves with therapeutic help.

Heel medicines are made up of low concentrations of several natural active components (multi-component) which address multiple treatment points in the body (multi-target). When biological networks have become dysregulated, causing disease, this unique therapeutic approach thus offers a safe and effective way of restoring the body's auto regulatory capacity.



# DENTAID

## The Oral Health Expert

### Company Location

Ronda Can Fatjó, 10  
PARC TECNOLÒGIC DEL  
VALLÈS  
08290 CERDANYOLA - BARCELONA

## About

We are an international pioneer company in the research, development and marketing of products aimed at improving the Oral Health of all people.

Since 1980, year after year, our innovative spirit and commitment to society have allowed us to maintain our position as leader of the Spanish Oral Health market in pharmacies, placing us at the top among the world's largest companies.



interprox.

xeros  
dentaid

waterpik

fluor  
aid

plac-control

NISSIN

PERIO-AID  
CHX + CPC



Our main goal is Working to improve Oral Health using next-generation solutions with the support of dentists, dental hygienists and pharmacists who help us to remain close to the real problems, therefore enabling us to develop new and ambitious solutions to the most demanding oral needs year after year.

Throughout our journey, we have been strongly committed to science and research with the aim of developing revolutionary solutions to address the most common oral needs, with product launches including Perio•Aid®, VITIS®, Desensin®, Interprox®, Halita® and Xeros dentaid®.

In line with our strong commitment to bring Oral Health to people we opened a new Logistics Centre (Barcelona, Spain). Its 18,000 m2 facilities have enabled us to increase our storage capacity by practically 8-fold and to speed up international distribution even more.

In recent years, we have expanded and strengthened our presence in emerging markets with the addition of new international distributors and by creating new subsidiaries, helping us to therefore continue growing each day.





## About

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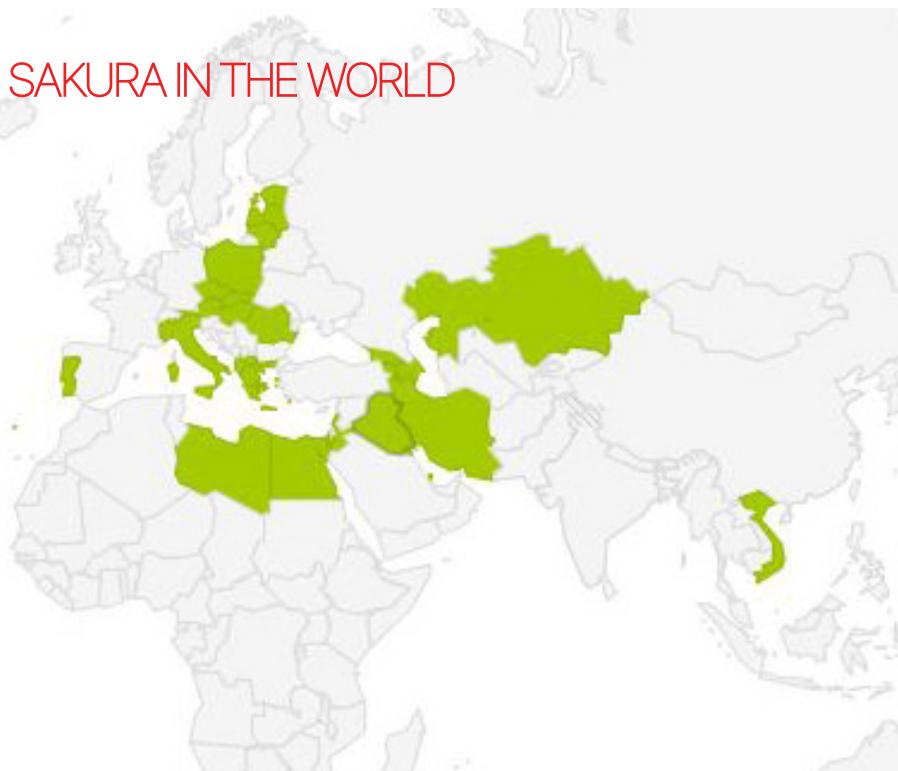
Our Italian company, a company of Cinfa, started operations in 2004, features an extensive portfolio of medical devices and food supplements which it markets in more than 24 countries throughout Europe, Asia and the Middle East.

## Company Location

ITALY

Sakura Italia srl  
Via M. Cerutti, 90/c  
25017 Lonato del Garda (BS)

## SAKURA IN THE WORLD



Our mission is the research and development of innovative natural products for the health, the wellbeing and the quality life of the person, satisfying the daily demands with effective, reliable products with elevated quality. In the center of our operating we put the individual, turning to him care and attention and considering the nature as a precious and irreplaceable ally.

Company is certified with Quality Management System; UNI EN ISO 9001:2015, UNI EN ISO 13485:2012 and GMP-GOOD MANUFACTURING PRACTICES

Its range of healthcare products include around 40 different products in six different therapeutic areas – gynaecology, vascular, digestive, respiratory, immune system and skin – occupying a prime position in the pharmacy.

SAKURA HAS DEVELOPED A WIDE RANGE OF NATURAL PRODUCTS FOR THE WELLBEING OF MOTHER AND CHILD





## About

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was established in 1982 in Italy as a result of an old family tradition and Dr. G. Carlo Bollini's strong passion.

## Company Location

Italy  
ERBA VITA GROUP S.p.A.  
Via dei Faggi, 26  
47894 Chiesanuova (RSM),

Erba Vita,  
welcome to a better world,  
a healthy world

A company that passes on the strength of its past to the future. Devoted to the production and marketing of women's, men's, children's health products, it faces the market in a dynamic and innovative way.

Today Erba Vita is a leading company in the international health sector, whose growth is faster than the market one.

As well as the plant that represents it, Erba Vita in over thirty years of activity has grown strong in its principles, firmly rooted in its roots.

Since 1982 we have been cultivating well-being in its most natural form, certain of the strength and greatness contained in the hands of Mother Earth.





## About

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Founded in 2006, Distripharm is a Canadian manufacturer specialized in self-medication within the natural health products and homeopathics.



We are committed to a quality concept, combining the traditional use of alternative medicine with the rigorous scientific formulation and manufacturing of our products.

Our main product lines are: Kidz, line of supplements and homeopathic products for children, and Animacare, line of supplements for pets.

## Company Location

1440, Hocquart, suite 100  
Saint-Bruno-de-Montarville,  
J3V 6E1  
QC, CA



# WALMARK®

## About

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In the field of health care, Walmark is the fastest growing company in Central Europe since 1998. Thanks to its focus on innovation, it enables its customers to make the best possible decisions regarding their health.

## WALMARK BRANDS

PROSTENAL

LIVINORM

TAMMEX

LIDERN

SPEKTRUM

URINAL

SINULAN

DEGASIN

PERMEN

MEMOPLUS

MARTIANS

PROENZI

STEPTOFORT

STOPEX

GINKOPRIM

In addition to a strong position in the Czech Republic and Slovakia, we have rapidly expanding subsidiaries in seven other European countries, and we export them to almost four dozen countries in the world.

It has 1500 products in portfolio with 176098 satisfied members of the Walmark Health Club

## Company Location

Oldřichovice 44  
739 61 Třinec  
Czech Republic,



*IT IS HEALTH THAT IS REAL WEALTH  
AND NOT PIECES OF GOLD AND SILVER*

*MAHATMA GANDHI*



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