



Company Profile

2024

Life flows from Good Practice

www.MedisalPharma.com



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Medisal

Accreditations

We strictly adhere to the UAE MOH GMP standards, in alignment with the World Health Organisation's Good Manufacturing Practice.

To maintain Medisal's position at the forefront, we consistently uphold the GMP guidelines set by the Ministry of Health, Abu Dhabi, UAE.



وزارة الصحة ووقاية المجتمع
MINISTRY OF HEALTH & PREVENTION

Good Manufacturing Practice
UAE MOH



Welcome to **Medisal** for Pharmaceuticals Industry

Message from the Medisal Team,

A decade has passed since Medisal embarked on its mission. Throughout this period, our unwavering dedication has been towards providing the Medisal community with top-tier Parenteral Fluids and Products. As a premier manufacturer of parenteral solutions for pharmaceutical uses, we pledge to not just meet but also surpass our customer expectations through the superior quality of our products and services.

Founded in 2010, Medisal was conceived with a clear vision: to safeguard patient health and wellbeing. We serve both the domestic and broader regional healthcare and pharmaceutical sectors, offering products that ensure the longevity and efficacy of parenterally administered drug products.

Medisal Team



**“We are building
a **new reality** for
our people, a
new future for
our children, a
new model of
development”**

His Highness Sheikh Mohammed Bin Rashid Al Maktoum

Introduction

In the recent past, the UAE Healthcare Industry has seen remarkable advancements, underpinned by a series of initiatives to fuel its swift expansion.

As the UAE bolsters its primary healthcare infrastructure and introduces cutting-edge patient care solutions, it is poised to deliver top-notch healthcare using elite products.

At the core of this innovative drive is Medisal, dedicatedly serving the needs of clients across the United Arab Emirates.

It's worth noting that an estimated 75%-85% of Pharmaceuticals utilized in the UAE Healthcare sector come from foreign imports. This pattern is similarly observed in the IV Solutions market, which is predominantly influenced by international suppliers.



About Medisal Company



Established in 2010, Medisal is a pharmaceutical entity headquartered in Abu Dhabi, United Arab Emirates. As a MOH-accredited establishment, Medisal operates in accordance with international standards to cater to the demands of regional markets. Working within a rigorous regulatory framework for prescription, our state-of-the-art facility is furnished with the latest technology. Over the years, Medisal has carved a niche for itself, becoming a frontrunner and earning the trust of a diverse clientele.

Medisal Business Scope

Medisal primarily specializes in manufacturing Intravenous Solutions (IV) filled in Polypropylene bottles for the domestic market. In the long run, we aim to expand our reach to the regional market as well.

Medisal Business Models

- **Customer-Centric:** Dedication to understanding and fulfilling customer needs.
- **Innovation-Driven:** Continuous investment in modern technology to produce quality products.
- **Expansion Focus:** Targeting local markets while setting sights on regional growth.
- **Compliance Adherence:** Strict observance of international guidelines and MOH accreditation requirements.
- **Technology Integration:** Harnessing cutting-edge machinery and techniques for efficient production.
- **Sustainable Approach:** Commitment to ensure long-term growth and environmental care.

Medisal History Timeline



2009

Medisal's Inception

The foundational agreement was signed, marking the initiation of what would become a leading IV solution producer not just in the UAE, but also across the GCC markets.



2013

Medisal's Official Launch

The year saw the culmination of efforts in setting up state-of-the-art facility equipped with the latest technology, positioning Medisal effectively for future industry competition.



Early 2013

Ground Breaking Ceremony

An important milestone, this ceremony signified the commencement of construction for one of the major IV fluid production facilities in the UAE, with aspirations to extend its footprint in the GCC markets.

2015

2016

2017

2018

2019

2020

2021

2022

2023



Early 2014

Medisal GMP UAE Accreditation

Medisal achieved a significant endorsement, earning the MOH-GMP from the United Arab Emirates. This recognition stood as a testament to the company's commitment to quality and marked a pivotal step towards realizing its ambitious plans.



2015

UAE Market Entry

Staying true to its strategy of producing fully in-house developed products, Medisal began its foray into the local market in early 2015. With a diverse and comprehensive product portfolio, Medisal was poised for a strong market presence.



2016

Expansion to Regional Markets

Furthering its success story, Medisal ventured into regional markets in 2016, joining hands with esteemed and professional partners to widen its reach and establish a formidable presence outside the UAE.

Mission, Vision & Values



OUR MISSION

1) Leadership in Production: To rise as the premier manufacturer of IV fluids and injectables in the UAE & GCC, consistently delivering pharmaceutical products that blend high-quality with competitive pricing.

2) Commitment to Safety & Health: To design and produce medications that not only meet but exceed global safety, environmental, and health standards, ensuring the well-being of our consumers.

3) Operational Excellence: To adopt and champion the best management practices, ensuring every step we take is marked by proficiency, innovation, and excellence.

4) Customer First: At Medisal, every endeavor is oriented towards achieving unparalleled customer satisfaction, ensuring we cater to their needs and exceed their expectations at every turn.



OUR VISION

- **Leadership:** To be recognized as the foremost authority in IV fluids and injectables within the UAE and GCC regions.
- **Quality Excellence:** Continuously elevate our standards, ensuring our products are synonymous with unparalleled quality.
- **Innovation:** Foster a culture of research and development, always staying ahead with cutting-edge pharmaceutical solutions.
- **Sustainability:** Adopt practices that not only cater to the present needs but also secure a healthier and safer future for all.
- **Customer Focus:** Build and nurture lasting relationships, aiming for a profound understanding of our customers' needs and expectations.
- **Ethical Practices:** Uphold the highest level of integrity and transparency in all our dealings, fostering trust and reliability.
- **Growth:** Expand our reach and influence, venturing into new markets while strengthening our position in existing ones.



OUR CORE VALUES

1) Integrity: We uphold the highest standard of honesty and transparency in all our operations, ensuring trustworthiness in every product and service.

2) Quality: Every product we manufacture stands as a testament to our unwavering commitment to excellence and top-notch quality.

3) Innovation: Continual research and development drive us, ensuring we remain at the forefront of pharmaceutical advancements.

4) Safety & Health: We prioritize the well-being of both our consumers and our workforce, ensuring every product aligns with global safety and health standards.

5) Collaboration: We believe in the strength of teamwork, working cohesively with partners, stakeholders, and our internal teams to achieve collective success.

6) Customer-Centricity: Our customers are at the heart of our endeavors. We are deeply committed to understanding their needs and exceeding their expectations.

7) Environmental Responsibility: We operate with a conscientious focus on sustainability, ensuring minimal impact on our environment and advocating for eco-friendly practices.

8) Growth & Excellence: We constantly challenge ourselves to raise the bar, driving growth through perseverance, passion, and excellence in every endeavor.



Medisal Production Facilities

Strategic Location:

Nestled in the heart of "Industrial City Abu Dhabi", Medisal boasts a location chosen for its logistical advantages. Situated on the main artery of the UAE motorway system, it allows swift connectivity: just fifty minutes to Dubai and a mere twenty minutes to both Abu Dhabi International Airport and Sea Port.

Production Capacity:

Our facility is equipped to produce up to 1 million IV bags annually, reflecting our dedication to meeting the healthcare demands of the region.

Our Commitment:

Guided by our mantra, "Promise for a healthier world through Saving Life With Every Infusion", our vision extends beyond business. It pushes us to play a pivotal role in enhancing human well-being and development across the board.

Standards & Continuous Improvement:

Medisal is proud to be a cGMP-compliant facility. Our adherence to good manufacturing practices isn't merely on paper – we are committed to its proper implementation. Through regular training programs for our factory personnel, we ensure they are always abreast of the latest in industry standards. Our relentless pursuit for excellence sees us continually refining our facility, embracing advanced technology, and incorporating state-of-the-art instruments to ensure the highest quality of products.

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Manufacturing site



Total Area
7,700 m²



Built Up Area
2,500 m²



Production Area
1,100 m²

Production Capacities



IV Bottles
2.5 M Per Year.



IV Bags
1 M Per Years



Medisal

Quality Policy



Unwavering Commitment:

At Medisal, our commitment to quality is unwavering. We adhere to a "Zero Defect" policy, ensuring every product that emerges from our facilities stands up to the highest of standards.

Technological Excellence:

In our journey of continuous growth, we relentlessly seek to maintain and elevate our technological edge, always aligning with cGMP and international benchmarks.

Customer Satisfaction:

Our ultimate goal is the complete satisfaction of our customers. We achieve this by ceaselessly enhancing both our products and the services we offer, ensuring we meet and exceed expectations.

Focus on Quality Control & Assurance:

Our robust quality management system stands as a testament to our dedication to quality. Through this system, we not only guarantee top-tier products but also significantly reduce any potential risks associated with them.

GMP & GBP:

Our commitment extends beyond just manufacturing. By integrating both Good Manufacturing Practice (GMP) and Good Business Practice (GBP), we ensure that our operations are as meticulous as our products.

Consistency & Reliability:

Thanks to our organized and effectively managed quality system, the results are consistent and predictable. This means that every Medisal product, irrespective of when or where it's produced, maintains a reliability that our customers can always trust.

Quality Management System

Commitment to Excellence:

Understanding the profound impact pharmaceutical products have on individuals' health and well-being, Medisal remains unwavering in its dedication to delivering superior quality products. We consistently strive for enhancement in both our processes and technology, always adhering to Good Manufacturing Practices (GMP) and the rigorous standards set by our Quality Management System.

Advanced Laboratory Infrastructure:







Our laboratory boasts a state-of-the-art setup that aligns with Good Laboratory Practices (GLP). Outfitted for both chemical and instrumental analyses, our lab is equipped with tools and equipment sourced from leading global suppliers. This ensures that we can conduct comprehensive testing to the most stringent of standards.

Ensuring Quality at Every Step:

Beyond just final product testing, we believe in ensuring quality at every production phase. To achieve this, Medisal has instituted a dedicated In-Process Quality Assurance (IPQA) team. This team works diligently to monitor and guarantee quality throughout the production process, culminating in a rigorous evaluation of finished products. This layered approach to quality ensures that every product emerging from our facilities meets the exacting Medisal standards our customers have come to trust.



The quality management system is based on the following principles:

-  Good document practice followed.
-  Clear assignment of responsibilities.
-  Continuous improvement.
-  Controlled production processes.
-  Educated and well-trained staff.
-  Continuous safety monitoring.

Medisal Contract Manufacturing

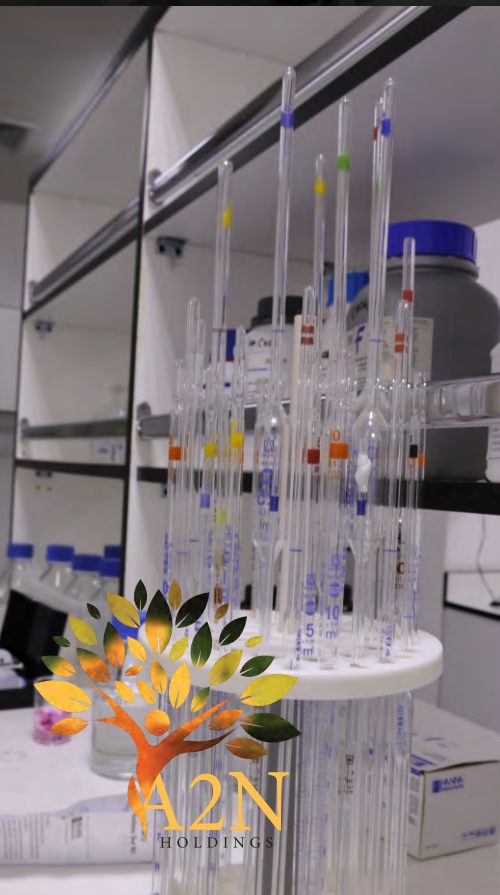


Unwavering Commitment to Quality:

When it comes to Intravenous Fluids and other premium Pharmaceutical Formulations, Medisal prioritizes quality above all else. We ensure that only the finest quality raw materials are used in our manufacturing process, and our end products undergo rigorous computerized testing to achieve a zero-defect outcome.

Understanding the Regional Market:

While we have established a significant presence with our branded products across the region, we recognize the expertise and insights our business partners bring to the table in various regional markets.



Versatile Contract Manufacturing:

Responding to market needs and demands, Medisal is poised to function as a contract manufacturer for companies across the region. Beyond just manufacturing, we also extend contract packaging services to our partners, providing a holistic solution tailored to their needs.

Comprehensive Services:

At Medisal, our contract manufacturing is not limited to just production. We offer formulation development, technical capabilities, and a full suite of manufacturing services. In addition, we assist our partners with regulatory support, facilitating the registration of their brands in specific markets.

Global Trends in Pharmaceutical Outsourcing:

The escalating costs of healthcare and medications are concerns shared worldwide. With this in mind, pharmaceutical companies from developed markets are increasingly seeking partnerships in developing nations, aiming to either shift or outsource their production. Medisal, with its world-class facilities and commitment to excellence, stands ready as a preferred partner for these global entities, offering both quality and cost-effectiveness.

Doing Business with Medisal

Seasoned Expertise: With years of experience in pharmaceutical manufacturing, Medisal couples its vast knowledge with world-class capabilities. Add to this the significant cost benefits we bring, making us an ideal choice for enterprises seeking a dependable contract manufacturing partner.

Upholding Global Standards: Medisal isn't just another pharmaceutical company. Our longstanding commitment to professionalism is evident in every facet of our operations. With management ethos that mirrors international best practices, we have cultivated a culture and workspace reminiscent of top-tier multinational corporations.

The Advantage of Local Manufacturing: Positioned as a premier manufacturer in the UAE, Medisal offers distinct advantages. This not only gives companies an edge in terms of localized production but also provides a springboard into the UAE market – one of the largest and fastest-growing regional markets. Collaborating with Medisal means having a partner who understands both the intricacies of production and the nuances of the regional marketplace.

UAE Based Company

The GCC, with one of its largest markets, serves as a gateway to the Middle East and North Africa (MENA) region, as well as to European, African, and Far East markets.

Optimal Location

Located in Abu Dhabi, United Arab Emirates, Medisal benefits from strategic logistics. We are a mere 20-minute drive from Abu Dhabi Airport, 40 minutes from KIZAD sea port, and just 50 minutes from both Al-Maktoum Dubai logistic airport and Jebel Ali sea port.

Unwavering Commitment to Quality

Medisal not only prioritizes its own stringent quality standards but also expects its business partners to adhere to international regulatory, business, and operational benchmarks, ensuring the delivery of high-quality finished products.

Experienced Team with Regional Expertise

The Medisal team brings a wealth of diversified experience from the MENA region. Over the years, we've amassed in-depth knowledge about regional regulations and requirements, positioning us perfectly to support and guide our business partners effectively.

Medisal Professional Team

At the core of Medisal's operations is our dedicated team, a powerful blend of expertise and dedication that allows us to deliver an unmatched range of fluids to our esteemed clientele. Comprising skilled, educated, and continually trained professionals, our team is the driving force behind our reputable standing in the industry.

To ensure our team stays at the forefront of the rapidly evolving pharmaceutical landscape, we prioritize their continuous learning. Regular training sessions are organized, ensuring our offerings align with the latest industry standards.

Our strength lies in the diversity of our professional team. From pharmaceutical and chemical science experts to management gurus, finance specialists, and dedicated sales and distribution personnel, each member plays a pivotal role in the seamless functioning of Medisal.

We firmly believe that the unwavering commitment and exceptional skills of our team are our greatest assets. Their collective passion and relentless pursuit of excellence have consistently steered us towards commendable milestones and paved the way for a promising future.

To keep the momentum going, we are always on the lookout for top talent in the field. We prioritize creating an enriching work environment where innovation is encouraged, growth is inevitable, and the essence of Medisal's pride resonates in every endeavor.



Medisal

Rich Portfolio

Medisal is building out a portfolio of IV Solutions to address the growing demand from hospitals and outpatient facilities, in the region and to promote safety and convenience through the use of its high quality standards.

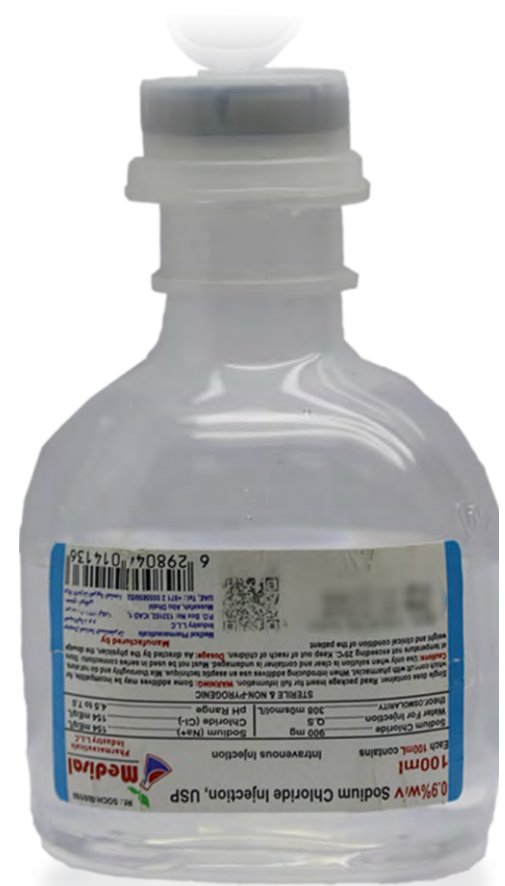
Our portfolio would cover a wide range of injectable products including IV fluids & Anti-infectives of 100 ml/500ml. These products are produced in Plastic Bottles and IV bags as per national and International standards.

We started manufacturing common IV Solutions/Electrolytes and now we will subsequently expand our portfolio into other LVP segments like Anti-infectives and as well as foray into products for secondary packaging.

IV Bottles & Bags



1. 0.9% w/v Sodium Chloride Injection	50 ml
2. 0.9% w/v Sodium Chloride Injection	100 ml
3. 0.9% w/v Sodium Chloride Injection	250 ml
4. 0.9% w/v Sodium Chloride Injection	500 ml
5. 0.9% w/v Sodium Chloride Injection	1000 ml
6. 3% w/v Sodium Chloride Injection	500 ml
7. 5 % w/v Sodium Chloride Injection	500 ml
8. 5% w/v Dextrose Injection	50 ml
9. 5% w/v Dextrose Injection	100 ml
10. 5% w/v Dextrose Injection	250 ml
11. 5% w/v Dextrose Injection	500 ml
12. 5% w/v Dextrose Injection	1000 ml
13. 10% w/v Dextrose Injection	500 ml
14. 25 % w/v Dextrose Injection	500 ml
15. 50% w/v Dextrose Injection	50 ml
16. 50% w/v Dextrose Injection	100 ml
17. 50% w/v Dextrose Injection	250 ml
18. 50% w/v Dextrose Injection	500 ml
19. 0.225 % Sodium Chloride Injection	500 ml
20. 0.45% w/v Sodium Chloride Injection	500 ml
21. Ringers Injection	500 ml
22. Ringers and 5% w/v dextrose Injection	500 ml
23. Lactated Ringers injection	500 ml
24. Lactated Ringers with 5 % w/v Dextrose injection	500 ml
25. 0.5 % w/v Dextrose & 0.9 % w/v Sodium Chloride Injection	500 ml
26. 2.5% w/v Dextrose and 0.45% w/v Sodium Chloride Injection	500 ml
27. 5 % w/v dextrose and 0.18 % w/v Sodium Chloride Injection	500 ml
28. 5 % w/v dextrose and 0.225 % w/v Sodium Chloride Injection	500 ml
29. 5 % w/v Dextrose & 0.45 % w/v Sodium Chloride Injection	500 ml
30. Sterile Water for Injection	500 ml





**Pharmaceuticals
Industry L.L.C**



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