Presented by: Mahmoud al Najami

GENERAL MANAGER AND CHAIRMAN OF
BOARD
of RAM PHARMA
RAM Pharma was established in 1992 as a manufacturer of reliable pharmaceutical dosage forms with an extensive product portfolio. Led by its slogan, “A Passion for Excellence”, RAM Pharma proudly attributes its market success to its professional team of qualified personnel who operate in accordance with top international standards and continuously strive to not only meet, but to also exceed customers’ expectations.

Where that is brought together by high caliber human resources, unique industry insights and advance capabilities, RAM Pharma continues to achieve remarkable results.

![Graph showing sales growth from 1994 to 2014]
Since its establishment, RAM Pharma has reached several milestones:

- Established a non-beta lactam-based formulations site 1994
- Established a cephalosporin-based formulations site 1998
- Established a penicillin-based formulations site 1999
- Penetrated Middle Eastern markets 2001
- Penetrated North African markets 2002
- Acquired Allied Pharma Group 2006
- Penetrated international markets 2008
- Acquired Pioneers for Veterinary & Agricultural Medicine Industries Company 2011
- Penetrated francophone markets 2011
- Established a new pilot plant 2012
- Established a high potent based formulations site 2013

Today, RAM Pharma is ranked among the top five companies within the Jordanian pharmaceutical sector. Its leading market position is a testament to RAM Pharma’s progressive approach and serves as a driver for future vertical and horizontal growth.

Chairman of Board of Directors- General Manager
Mr. Mahmoud Al-Najami
Manufacturing Standards

- All of RAM Pharma’s facilities and manufacturing procedures conform to GMP and regulatory requirements.

- RAM Pharma boasts cutting-edge equipment and enforces strict control to ensure optimal safety across all aspects of the production process. Equipment is periodically calibrated and undergoes preventive maintenance to guarantee consistency in terms of quality and production capacity.

- RAM Pharma focuses on investing in state-of-the-art equipment in order to remain abreast of the latest market trends and technological advancements.

<table>
<thead>
<tr>
<th>Dosage Form</th>
<th>Per 8 Hours/Day/280 Days</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capsule</td>
<td>288,000,000 Cap</td>
</tr>
<tr>
<td></td>
<td><strong>288 Million</strong></td>
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<tr>
<td>Dry Suspension</td>
<td>7,800,000 Bottle</td>
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<tr>
<td></td>
<td><strong>7.8 Million</strong></td>
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<tr>
<td>Liquid Line (Syrup &amp; Suspension)</td>
<td>5,400,000 Bottle</td>
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<tr>
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<td><strong>5.4 Million</strong></td>
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<td>2,250,000,000 Tablet</td>
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<td></td>
<td><strong>2,250 Billion</strong></td>
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أعلنت شركة الرام للصناعات الدوائية عن الانتهاء من مشروع توليد الطاقة الكهربائية عن طريق الإشعة الشمسية. 

وأوضح السيد محمود النجمي رئيس مجلس الإدارة في الشركة أن هذا المشروع يأتي ضمن توجه الشركة إلى استخدام الطاقة المتجددة، بهدف تخفيض الأثر البيئي للرام على البيئة المحيطة، والابتعاد عن الإيجارات الكربونية، واستغلال المصادر الطبيعية التي ينعم بها الأردن، حيث تم الانتهاء من إنجاز المشروع بدء التشغيل مع نهاية شهر آذار لعام 2016.
Marketing & Distribution

Thanks to its marketing-centric philosophy, extensive partner network and strategic business plan, RAM Pharma is able to maintain its pioneering standing and to secure worldwide exposure. Contributing to its success is RAM Pharma’s seasoned team of marketing, product and sales experts who manage the Company’s product distribution across hospitals, clinics and pharmacies in Jordan.

In addition to various marketing activities, RAM Pharma organizes training workshops, seminars and conferences on different topics such as medical issues, product development and sales techniques. This approach has helped RAM Pharma build close relations with leading physicians and healthcare providers that share the Company’s goal to deliver service excellence.

RAM Pharma also offers local and overseas business partners quality contract manufacturing services and Current Good Manufacturing Practices (cGMP) facilities, enabling them to focus on their core strengths.

Market Expansion

As part of its expansion strategy, RAM Pharma has upgraded its plant, boosted its production capacity and initiated negotiations with several importers, bringing the Company one step closer to entering and succeeding in new markets.
RAM Pharma PV Project Efficiency

- Expected
- Actual
- Diff.
- Saving / JD

RAM PHARMA
Accumulative Saving (Pay back)

- 2016: 103324.6
- 2017: 154986.9
- 2018: 206649.2
- 2019: 258311.5
- 2020: 309973.8
- 2021: 361636.1


Note: The calculation is approximate due to the rounding of the values.
مقارنة بين نسبة زيادة المبيعات ونسبة استهلاك الكهرباء

زيادة المبيعات / كيلو واط

![Diagram showing comparison between sales increase and electricity consumption rates from 2012 to 2015.](image-url)
Saving by PV | Consumption | Cost (JD)

2015: 0, 4911,76, 318,222222
2016: 156068,3333, 115793,3333, 103225,25
2017: 12691,81967, 8823,67979, 871889

Saving by PV, Consumption, Cost (JD)
الاستهلاك السنوي للمحروقات الديزل / لتر

الاستهلاك السنوي

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
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<th>2014</th>
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<td>115000</td>
<td>125000</td>
<td>130000</td>
<td>135000</td>
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من 2012 إلى 2014، مشاهدة انخفاض الاستهلاك السنوي للمحروقات الديزل.
استهلاك الديزل / باللتر

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<td>11500</td>
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زيادة المبيعات

استهلاك المياه

/ M3

<table>
<thead>
<tr>
<th>Year</th>
<th>Increase in Sales</th>
<th>Water Consumption</th>
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<tr>
<td>2012</td>
<td>0.00%</td>
<td>0.00%</td>
</tr>
<tr>
<td>2013</td>
<td>14.50%</td>
<td>-19.95%</td>
</tr>
<tr>
<td>2014</td>
<td>19.94%</td>
<td>-26.03%</td>
</tr>
</tbody>
</table>
EMIRATES ENERGY AWARD 2017
Distributed Solar Generation - Small Scale
This certificate is presented to:
RAM Pharma

In recognition for:
Solar thermal for
Commercial premises
in the UAE

Company Name: RAM Pharma
Address: [Address]
City: [City]
Country: [Country]
Website: [Website]

Date: [Date]
افتتاح أول محطة لاستخدام الطاقة الشمسية للتسخين في القطاع الصناعي
QUESTIONS?

AND

THANK YOU