

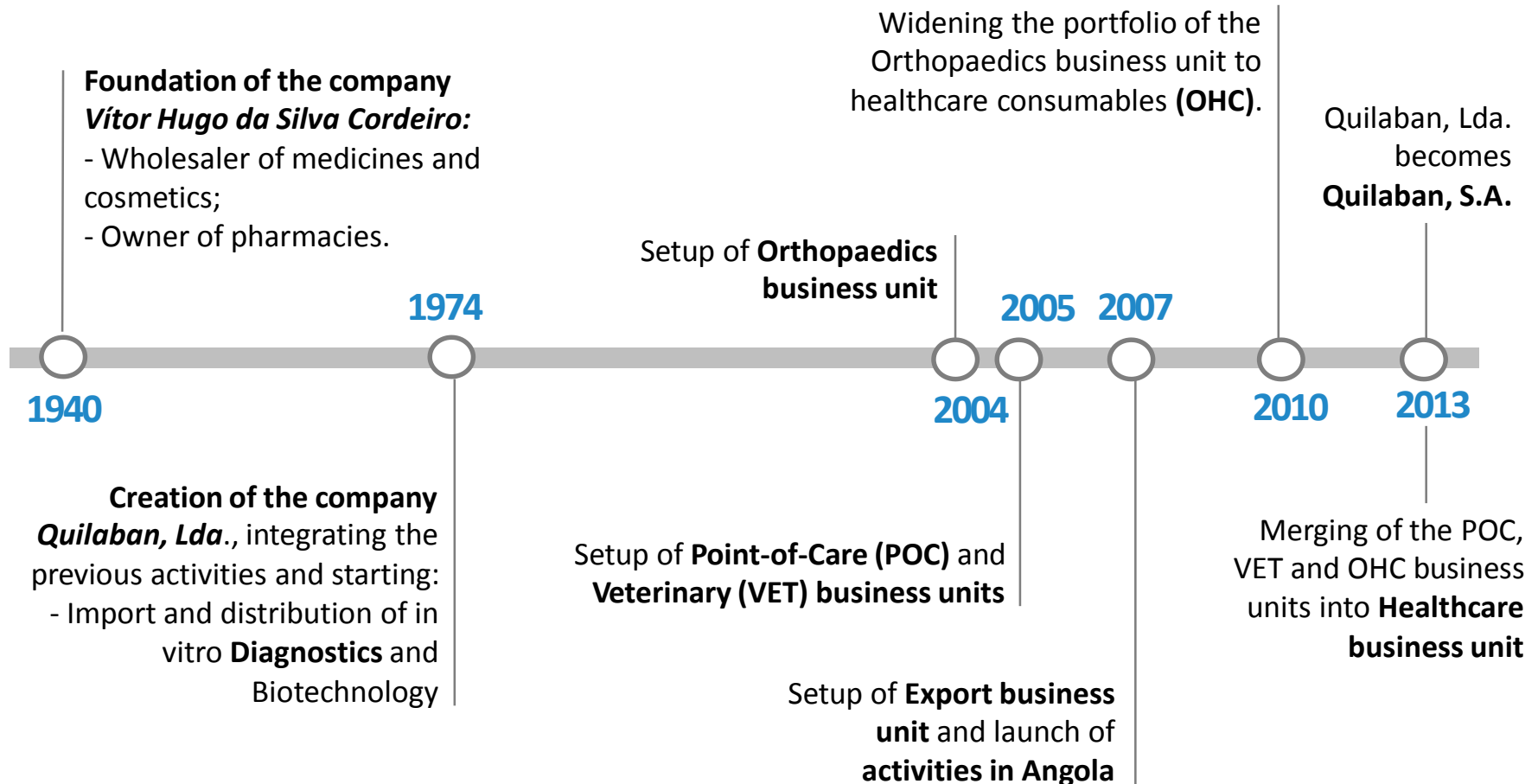
# COMPANY PROFILE



Beloura Office Park, Ed. 11 Quinta da Beloura  
2710-693 Sintra  
PORTUGAL

[www.quilaban.pt](http://www.quilaban.pt)

# MILESTONES





# MISSION

## MISSION, VISION AND VALUES

- MISSION



TO GENERATE SUSTAINED VALUE BY PROMOTING THE ACCESS TO HEALTH CARE

Our aim is to promote the access of our costumers to health care, through our distribution services and the supply of medicines as well as other health products.





# MISSION

## MISSION, VISION AND VALUES

### ■ VISION



TO BE THE PREFERRED PARTNER IN THE DEVELOPMENT AND IMPLEMENTATION OF EFFICIENT, INTEGRATED AND INNOVATIVE SOLUTIONS, THAT PROMOTE THE ACCESS TO HEALTH CARE

Our knowledge and experience in the health care markets, mainly in what concerns medicines supply combined with the proficiencies of our human resources and our strong culture of partnership, made us a **reference in the market in what regards the access to health care.**

**Innovation** and **efficiency** are the focus elements in our company culture, allowing us to positively respond to the constant challenges presented to us in the market.

**We are compromised to our customers and committed in satisfying their needs,** overcoming their expectations.





# MISSION

## MISSION, VISION AND VALUES

### ■ VALUES



**Partnership** – Promote the cooperation and integration of competences through partnerships built upon trustful, wide and transparent relationships.

**Efficiency** – We are very rigorous in the allocation of our resources, so they can be as cost effective as possible.

**Innovation** – Innovation is a key feature of our culture, making us creative and unique in our approaches and in the solutions we present.

**Service** – We serve passionate, and in a consistent and determined way all of our customers, complying with our promises.

**Simplicity** – We develop simple solutions and promote an easy relationship with our partners.

**Quality** – We are committed to a continuous improvement, having as references high standard levels of quality.



# CERTIFICATION

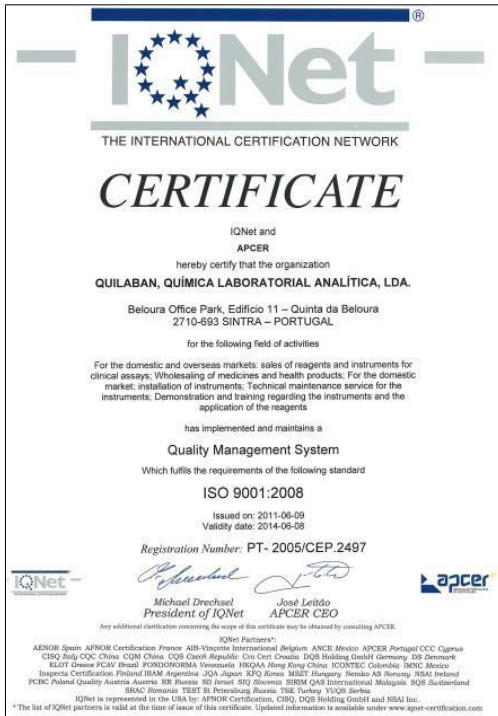


## ■ QUALITY

- **NP EN ISO 9001:2000** since June 2005 by IQNet and APCER;
- Renovation of the certificate under the new norm **NP EN ISO 9001:2008** since March 2009;

## ■ FINANTIAL

- **PME Leader Status** since 2009. **National ranking nº 156** (2013): awards small-medium sized companies according to their standard of excellence and risk profile.



# HOW ARE WE ORGANIZED?



## Human Resources

- Headcount: 85
- 36 in Sales and Marketing
- 4 Service Engineers
- All the sales force have a degree in life sciences (pharmacists, biologists, biochemists, biotechnology engineers)
- Training and continuous education is privileged
- More than 390 automated instruments of different types and origins, installed all over the country in the Diagnostics area and more than 920 instruments installed in the POC/VET area.

## Infrastructure

- Headquarter: Beloura (Sintra) in Quilaban's own building
- Warehouses: 2500 m<sup>2</sup>
- Warehouse for: medicines, reagents, orthopaedics and healthcare products
- 3 cold units: 2°C-8°C; -20°C; -80°C



# HOW ARE WE ORGANIZED?

PHARMA

EXPORT

DIAGNOSTICS

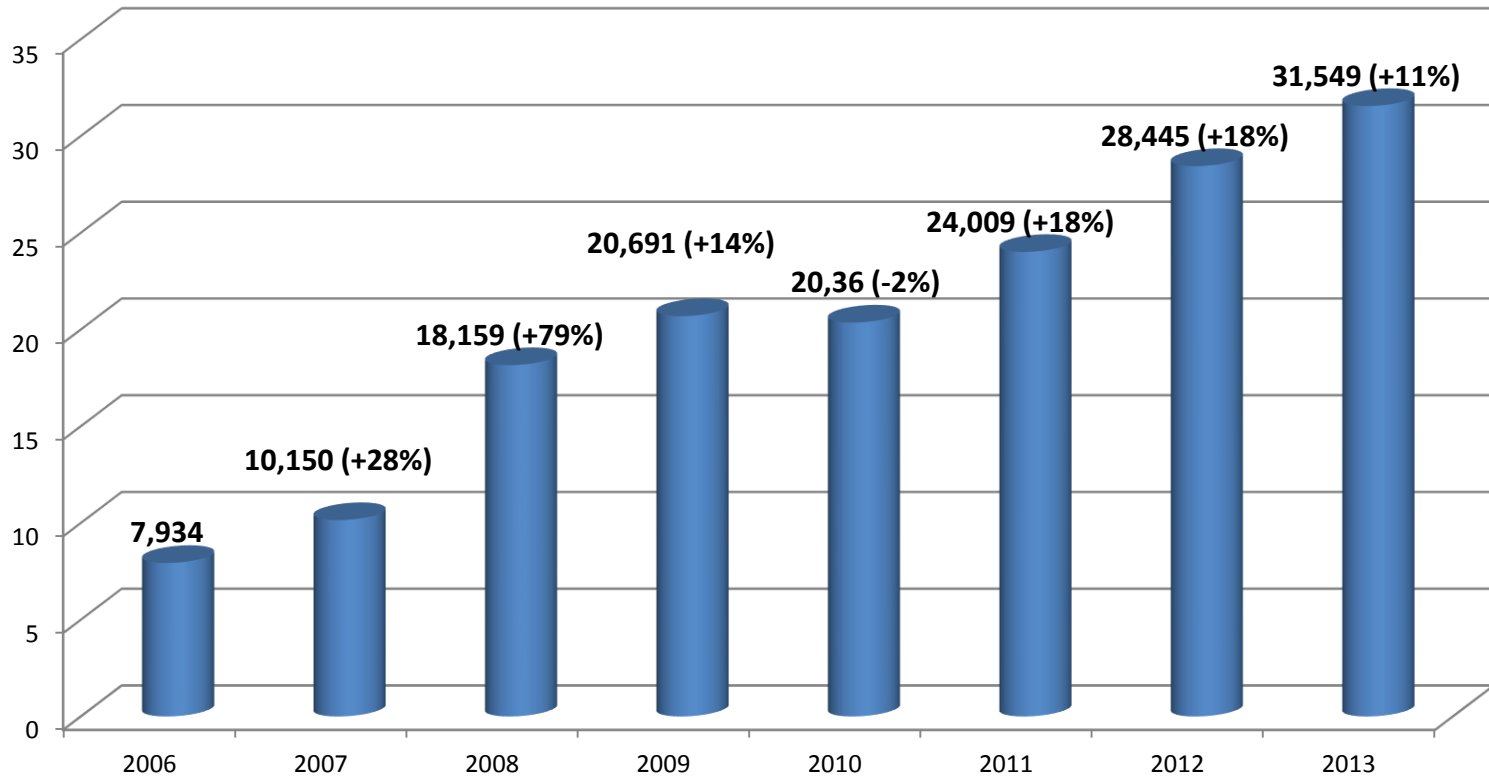
HEALTHCARE  
(POINT-OF-CARE + ORTHO-HEALTHCARE)





# TURNOVER TRENDS

## TURNOVER IN M€

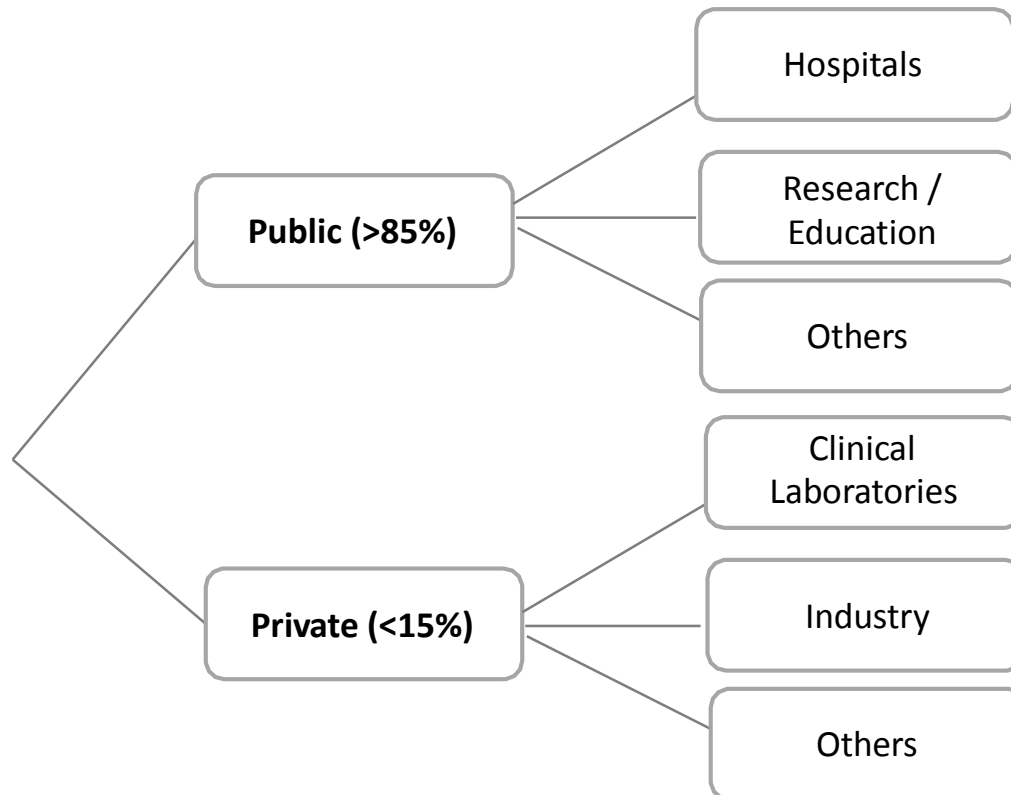


# DIAGNOSTICS

## CLINICAL DIAGNOSTICS AND RESEARCH

- Microbiologia
- Molecular Biology
- Immunology
- Parasitology
- Serology
- Virology
- Others

## CUSTOMER SEGMENTATION





# DIAGNOSTICS PARTNERS

## MOLECULAR BIOLOGY



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## MICROBIOLOGY





# DIAGNOSTICS PARTNERS

OTHER

## RAPID TESTING

IMMUNOLOGY | AUTOIMMUNITY |  
SEROLOGY





# HEALTHCARE POINT-OF-CARE PARTNERS

## BIOCHEMISTRY

POC Equipments for blood analysis :

- Biochemical parameters as: Lipid Profile, Haemoglobin, Erythrocytes, Oxidative Stress, Glucose - **Element™** - etc.;
- PSA, MAU and Glycated Hemoglobin;
- Urine Analysis.



## SKIN ANALYSIS

Equipments for skin and hair analysis, to help performing the correct diagnosis and most effective advice of beauty products.

## RAPID TESTING

- Pregnancy tests;
- Several rapid tests (drugs of abuse, fecal occult blood, H. pylori, etc.).





# HEALTHCARE

## ORTHO-HEALTHCARE

### PARTNERS

## HEALTHCARE MATERIALS



In 2010 we created a new business unit called **Healthcare**, that includes all kinds of Medical Disposables.

The products have **our own brand**, called **Q-Health**®.

This new sector includes a wide range of quality products

### Application area:

- Dressing materials and wound care;
- Incontinence products;
- Syringes, needles and catheters;
- Materials for sterilization;
- Surgical Instruments;
- Cellulose disposables;
- Measuring Instruments;
- Probes, cannulas and catheters;
- Disposable clothing;
- Diagnostic disposables.





# HEALTHCARE ORTHO-HEALTHCARE PARTNERS

## ORTHOPAEDIC MATERIALS

Quilaban offers an attractive portfolio of orthopaedic products, through **exclusive distribution agreements for the Portuguese market** with the following companies/brands:



**elife**<sup>™</sup>  
orthopedic *enrich your life*

| Supports and rehabilitation  
products

**SINGA**<sup>®</sup>

| Antidecubitus protection products



| Thermal and antiseptic  
products



| Technical  
Aids

In 2005, Quilaban **created a facility for the construction of orthoprosthesis**, within the premises of the company.

In this facility, specialized technicians execute prosthesis for the hospital as well as for the private customer.





# PHARMA



In 2013, we created a new project in the Pharmaceutical area – **Praxis Group** – representing **11 pharmacies** of the Lisbon area.

The main **goals** are:

- To monitor and develop Marketing and Commercial strategies, in partnership with the Pharmaceutical Industry;
- Market Expansion by positioning these Pharmacies as a reference within the pharmaceutical Portuguese market;
- To promote an easy and safe access to medicines and other healthcare products.



# EXPORT

In 2007 Quilaban started the **Export operations** to Angola. Nowadays we have extended the distribution to other **portuguese-speaking countries**, namely Mozambique.

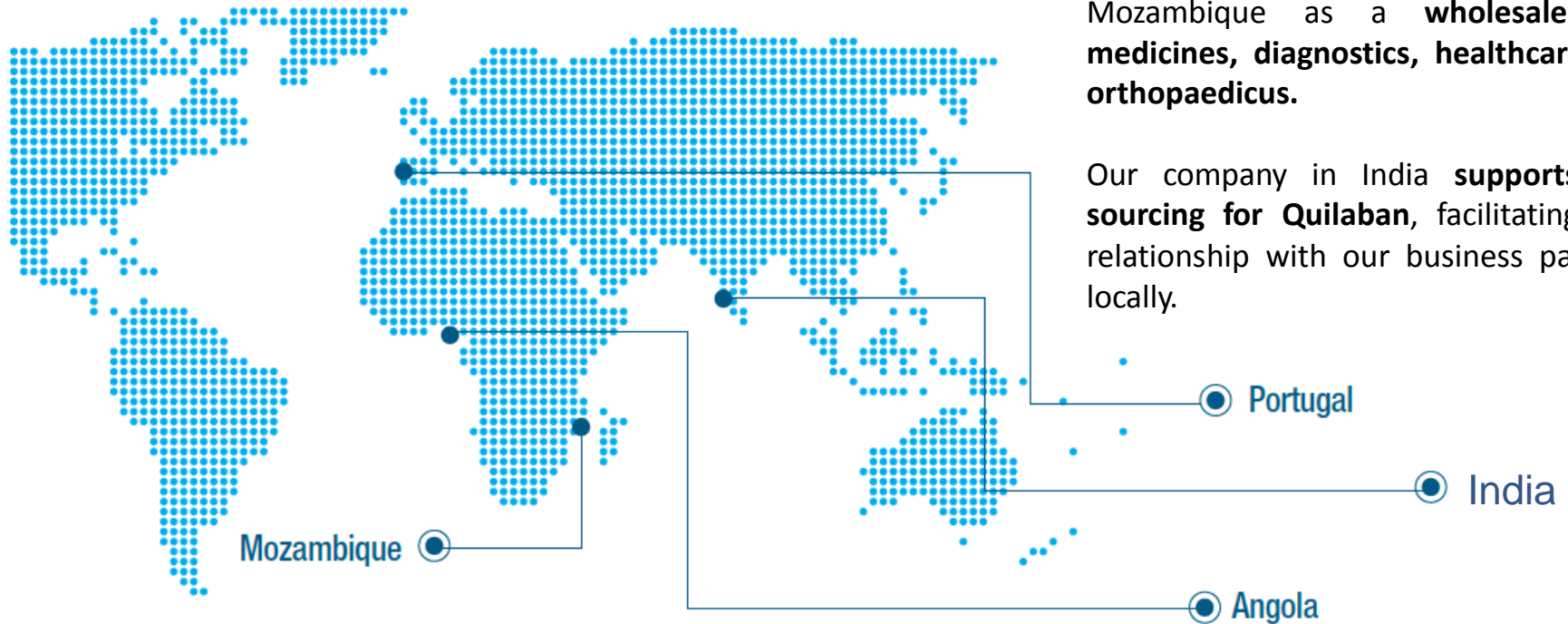
We focus on building partnerships with our customers in every market we operate in, assuming commitments and overcoming expectations, providing a **wide offer** of:

- Diagnostics, Biotechnology and Healthcare solutions;
- Medicines (including injectable drug, psychotropic drug and cold-chain products)

With an extended logistic knowledge, we can work as a facilitator for exports from Portugal. Aware of customers' needs, we **seek for new solutions** and we also intend to meet those needs **timely**.



# INTERNATIONAL PRESENCE



We are present in Portugal, Angola and Mozambique as a **wholesaler for medicines, diagnostics, healthcare and orthopaedics**.

Our company in India **supports the sourcing for Quilaban**, facilitating our relationship with our business partners locally.

# ANGOLA

## AUSTRALPHARMA

**Company Name:** AustralPharma, Sociedade de Distribuição de Produtos Farmacêuticos, S.A.R.L.

**Date of establishment:** 2007

**Location:** Luanda, Angola

**Business Type:** Wholesaler

**Products/Services:** Medicines; Orthopaedics; Diagnostic; Point-of-care; Medical Disposables and Instruments; Laboratory Equipment and Accessories

**Clients:** Pharmacies (public and private) Clinics, Hospitals, Private Laboratories and Wholesalers

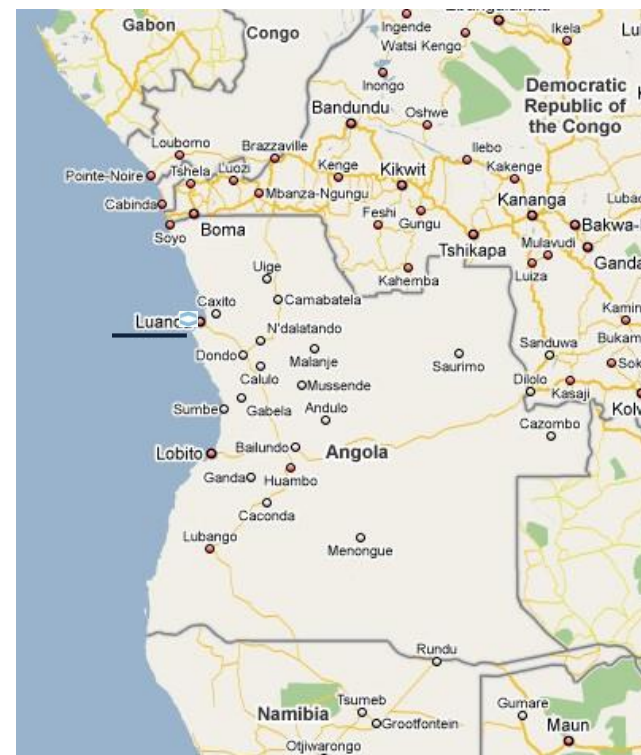
**Headcount:** 36

**Geographic range:** Luanda, Benguela, Huambo, Cabinda, Malange, Uige



### AUSTRALPHARMA

Sociedade de Distribuição de Produtos Farmacêuticos S.A.R.L.



# AUSTRALPHARMA

## BUSINESS MODEL

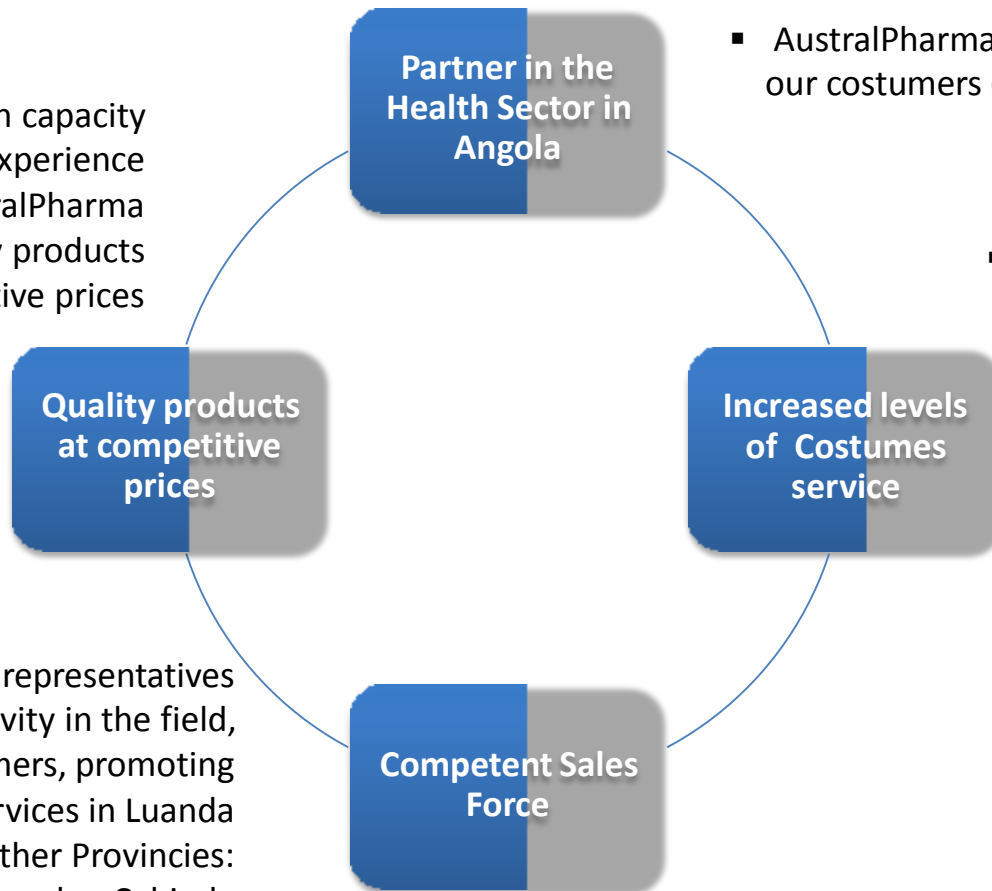


**AUSTRALPHARMA**

Sociedade de Distribuição de Produtos Farmacêuticos S.A.R.L.

### REFERENCE PARTNER FOR HEALTHCARE IN ANGOLA

- Quilaban's negotiation capacity and extensive experience ensures that AustralPharma receives high quality products at competitive prices



- AustralPharma is seen as a partner by our costumers (ex: trainings)

- A team of 3 sales representatives develop their activity in the field, visiting costumers, promoting products and services in Luanda and also in other Provinces: Benguela, Huambo, Cabinda

- AustralPharma is recognized in the Angolan market for the high level of service it provides to its Clients: quick answers to requests; product availability; proposals follow-up, on time deliveries





# AUSTRALPHARMA

## LOGISTIC CAPACITY



**AUSTRALPHARMA**

Sociedade de Distribuição de Produtos Farmacêuticos S.A.R.L.

AUSTRALPHARMA HAS A SIGNIFICANT LOGISTIC CAPACITY

**Luanda warehouse | 344 m<sup>2</sup>**



**Zango warehouse | 1060 m<sup>2</sup>**



# ANGOLA

## Q-PHARMA



We are **starting a new company in Angola - Q-Pharma**, beginning its activities in **2014**, which will manage the **distribution of pharmaceutical products, mainly sourced from India**, targeting:





**Company Name:** Tecnosaúde - Formação e Consultoria

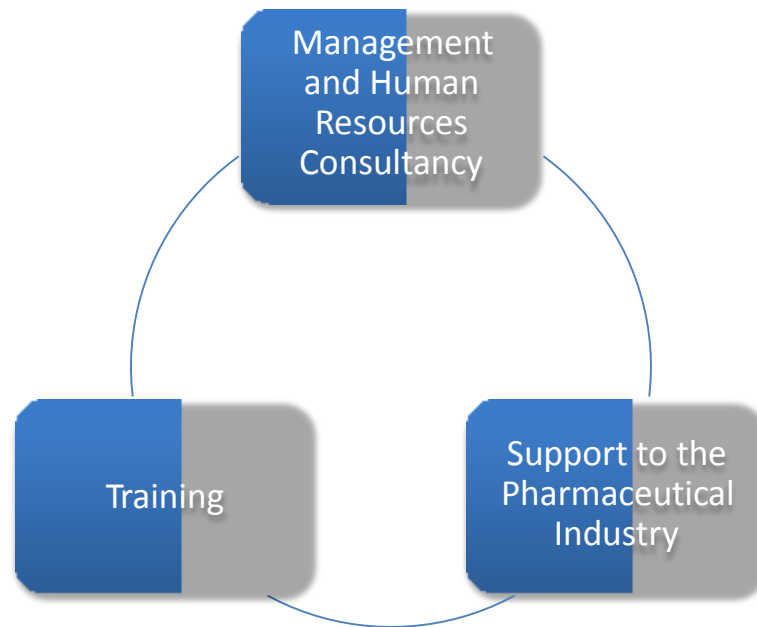
**Date of establishment:** 2012

**Location:** Luanda, Angola

**Business Type:** Training and Consultancy

Company which operates in the healthcare sector, specifically in the pharmaceutical industry, providing services in Angola:

Technical and Scientific areas  
Pharmaceutical Management  
Behavioral Marketing



**TECNOSAÚDE**  
FORMAÇÃO E CONSULTORIA





# MDS

Medicamentos  
e Diagnóstico na Saúde

**Company Name:** MDS, Medicamentos e Diagnóstico na Saúde

**Date of establishment :** 2013

**Location:** Maputo, Mozambique

**Business Type:** Wholesaler

**Products/Services:** Medicines; Orthopaedicus; Diagnostics; Point-of-care;  
Medical Disposables and Instruments; Laboratory Equipment and Accessories

**Headcount:** 7 (initial staff)

**Start of sales in 2014.**





# MDS

## MISSION AND VALUES

YOUR TRUSTFUL PARTNER IN  
HEALTH

- Reference partner on the Health Market concerning:
  - Logistics and supply of medicines and health care products;
  - Training for Health Professionals;
  - Pharmaceutical Management and Consultancy.
- High Quality Products
- Short Delivery time
- Competitive pricing
- Customer's continuous follow-up



# MDS

Medicamentos  
e Diagnóstico na Saúde

EFFICACY

EFFICIENCY

PROXIMITY

INNOVATION

PROACTIVITY

DYNAMISM





# INDIA

## QUILABAN PHARMA TRADING



**Company Name:** Quilaban Pharma Trading Private Limited

**Date of Establishment :** 2013

**Location:** Deonar, Mumbai

**Business Type:** Sourcing. 100% subsidiary of Quilaban S.A. (Portugal)

**Potential partners on:** Medicines, Vaccines, Diagnostics and Hospital Care





# QUILABAN PHARMA TRADING

## MISSION, VISION AND PURPOSES

TO MAKE QUALITY PRODUCTS AVAILABLE  
FOR ALL OUR MARKETS AT THE MOST  
AFFORDABLE PRICE



- To identify suitable sourcing partners in order to facilitate our business;
- To become first choice of manufacturers for Angola and Mozambique markets by providing quality service and maximizing the business;
- To facilitate manufacture through the value chain of business;
- To supply complete medicines and healthcare solutions to Quilaban.
- We have a dedicated office in Mumbai to facilitate the relationship with our partners in India, through the value chain regarding:
  - Communication;
  - Logistics;
  - Market updates;
  - Order execution.





# QUILABAN

KEY SUCESS  
FACTOR

We are **passionate** about finding  
**solutions** to respond to our  
**customers needs**.

Our success  
is our customers success.

