

About Us

TDS is a representative firm for high-performance international pharmaceutical manufactures that are trusted by all sectors and everywhere; being marked by the gathering of Arab investors and businessmen of extensive experience in pharmaceutical field

We work at TDS under the slogan of "meet the challenges required under world standards", that is why we are devoted to quick and reliable manufactured goods. In addition to this, we respect our customers and we are committed to offer them a wide variety of services and meet the pharmaceutical manufactures demands of their daily lives, as Para-medical, food supplements, oral hygiene and skin care product. Our services are affordable and designed with customer satisfaction in mind

At TDS, we are always exploring our customers' needs either by our currently manufacturers and with our established strong alliance relationship with a world-class R & D firms based on technology transfer business

Our Mission

It is our mission to provide the society with best of the best products using the latest technologies and strategies. TDS gives the best efforts to match the changing needs of our customers and to deliver these services within the highest standards of quality. We work to ensure an increasing income and flourishing growth of work to all of our stock holders. This mission can only be successful if operations comply with our customers' needs as well as markets standards of pharmaceutical field in Jordan and in the Middle East region.

Our Vision

Being distinguished with its rapid and non-stop changing, full of novel equipments, and new demands revealing through time, our world is witnessing a race where all parties compete to offer the best. We at TDS are determining to lead the market at the competition by being one of the top ten Health Care Firms in Jordan and in the Middle East region.

Our Values

- **Customer Care and Satisfaction.**
- **Quality Standards.**
- **Entrepreneurial Culture.**
- **Ethical Conduct.**

- **Innovation.**
- **Business Growth.**
- **Employees' Continuous Improvement.**
- **Community.**

Geographic Location

Jordan is situated at the junction of the Levantine and Arabian areas of the middle east.

It occupies an area of approximately 89,342 sq k.

The country is bordered to the north by Syria, to the east by Iraq, and by Saudi Arabia to the east and south.

To the west is the Occupied West Bank, while Jordan's only outlet to the Red Sea, the Gulf of Aqaba, is to the south.

Population

Latest Estimates around 11 Million residents.
Add to this a further estimated 2.5 Million residents from Iraq, Syria and Egypt

Estimated population by governorate:



Amman



Irbid



Zarqa



Other Governorates

● Population growth rate: 2.2

● Death rate: 1.6

● Total fertility rate: 3.8

● Average household size (person) : 5.4

Age Structure



0-14 years



15-39 years



40-64 years



65 years and over
(2012 est.)

Health

- Health expenditure: 4.5% of GDP
- Physicians density: 2.45 physicians / 1000 population

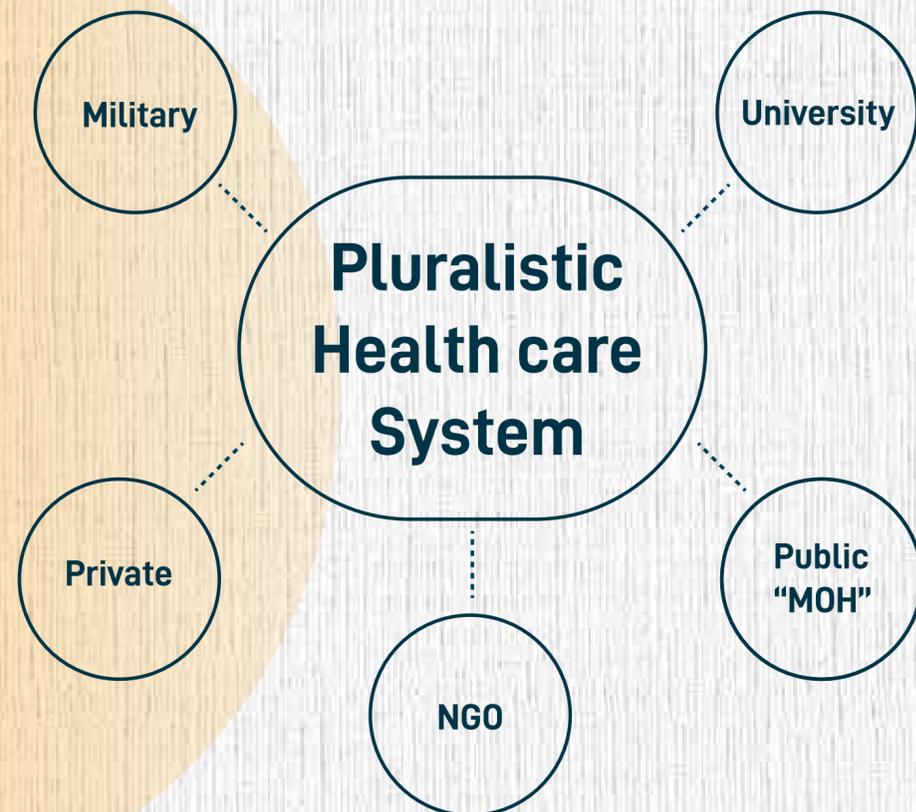
- Hospital bed density: 1.8 beds / 1000 population
- Pharmacists density: 2.2 pharmacists / 1000 population

Health & Pharmaceutical Sector

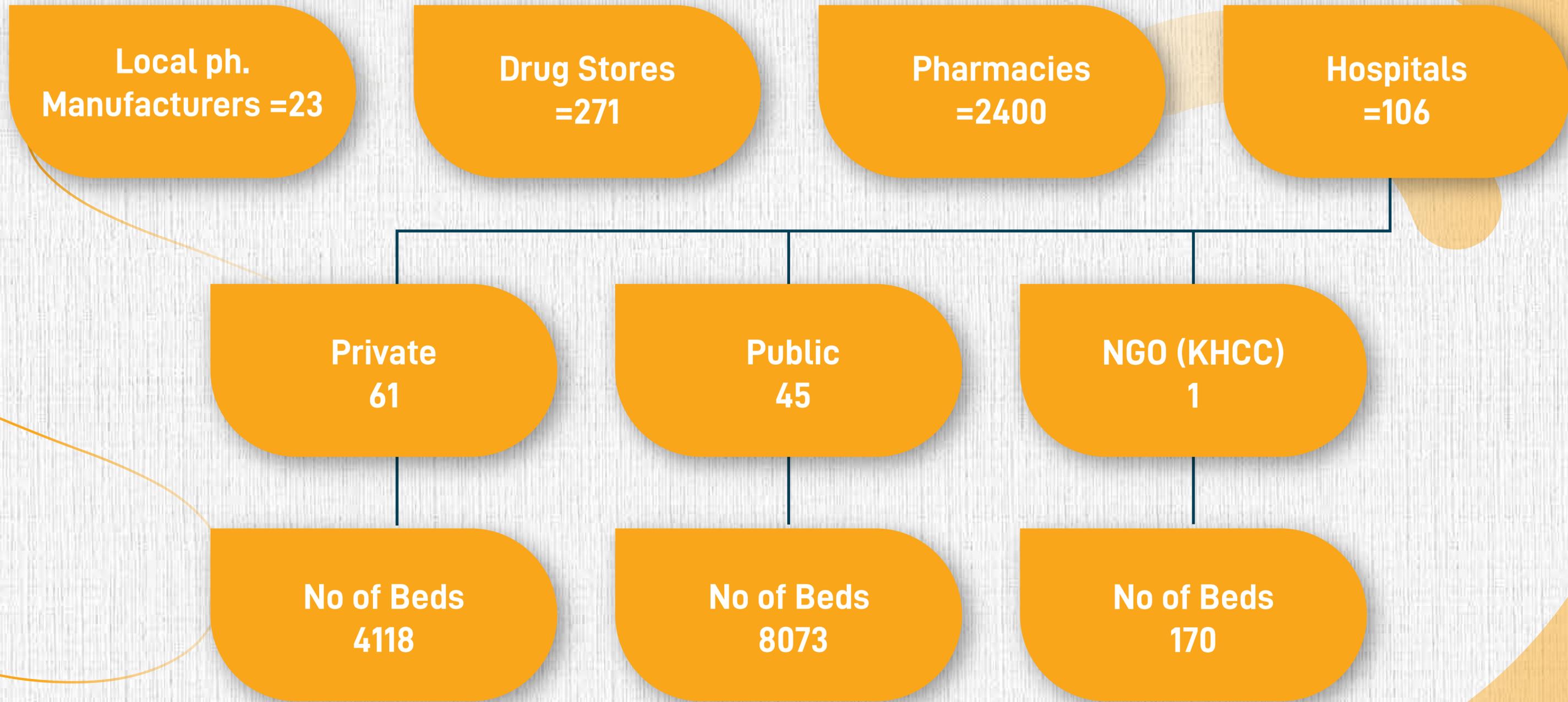
Health System in Jordan

Jordan has a pluralistic healthcare system with multiple service providers offering variable access to care in terms of availability and utilization.

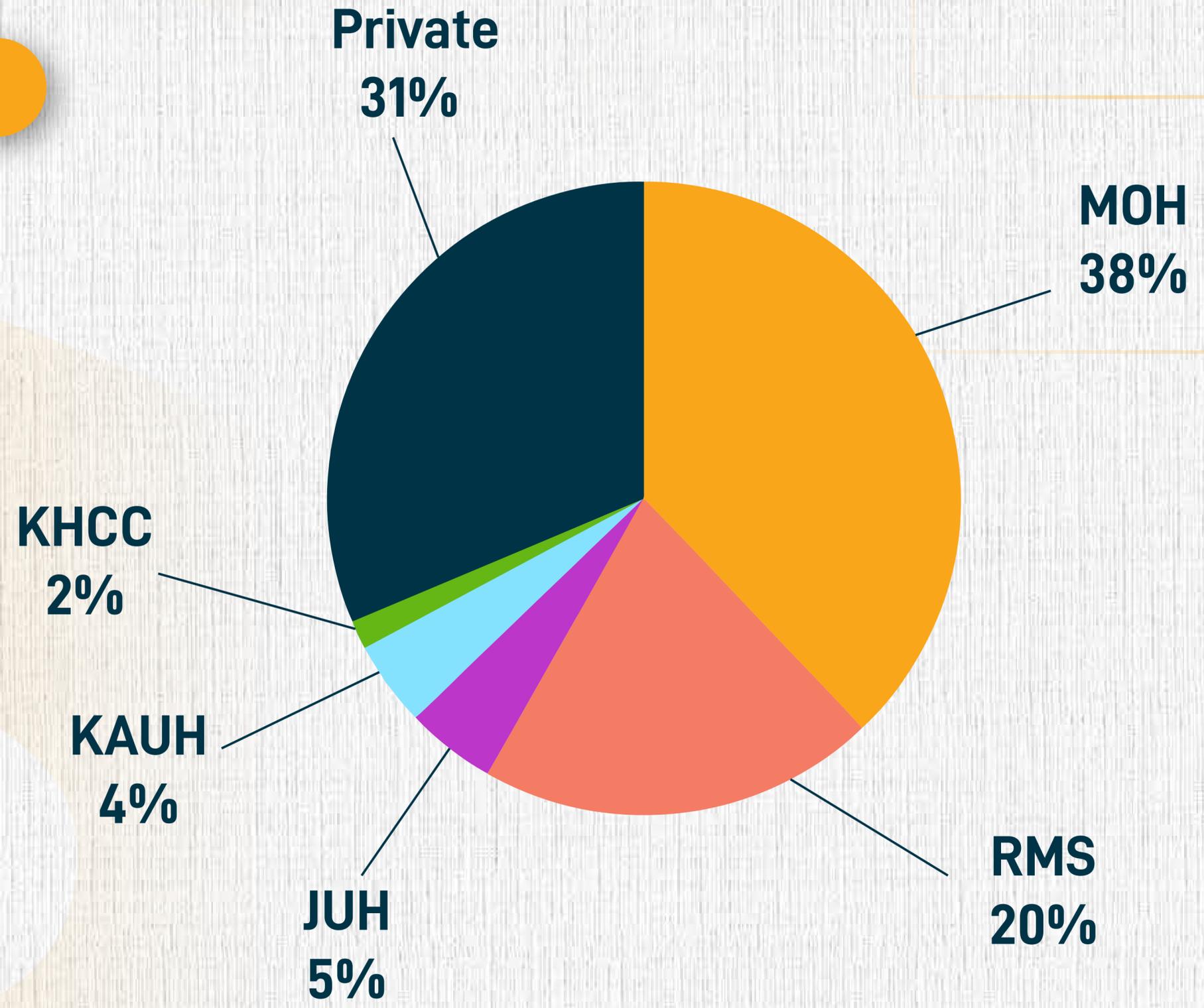
- Total Healthcare Expenditure is: \$ 2 Billion USD
- Per Capita Health care Expenditure: \$ 345 USD
- Healthcare Expenditure as % of GDP: 8.6%



- - Fills Gap's in availability of primary and secondary care
- - Gap's in availability of tertiary level care
- - Inequity of utilization and access to service



No. of Beds



Distribution of Beds by Governorate

Average bed per 10,000 population	Private	Public	No of Beds	Population (000)	Governorate
26	2914	3186	6100	2.315	Amman
18	326	1557	1883	1.064	Irbid
11	284	677	961	891	Zarqa
110	263	1627	1890	1.709	Others

Analysis of Hospital Sector

Percentage (%)	No of Beds	Entity
37.7	4083	MOH
19.7	2131	RMS
9.4	1020	UH's
33.2	3592	Private
100.0	10826	Total

Healthcare Market Size

	TOTAL HEALTHCARE MARKET SIZE			
Year	2017	2018	2019	2020 estimate
Pharmaceutical & Medical devices	1.4 Billion\$	1.48 Billion \$	1.52 Billion \$	1.67 Billion \$

Founder



Ala'a Jabawi

General Manager, B.Sc. Pharmacy
Jabawi has been in the Pharmaceutical industry for nearly twenty years. His career started off in sales with H. Lundbeck A/S (www.lundbeck.com) and climbed his way up to a country manager for JORDAN, in charge of sales and marketing. Alaa is the throbbing heart of TDS with loads of energy, talent and dedication to his beloved field of sales and marketing.

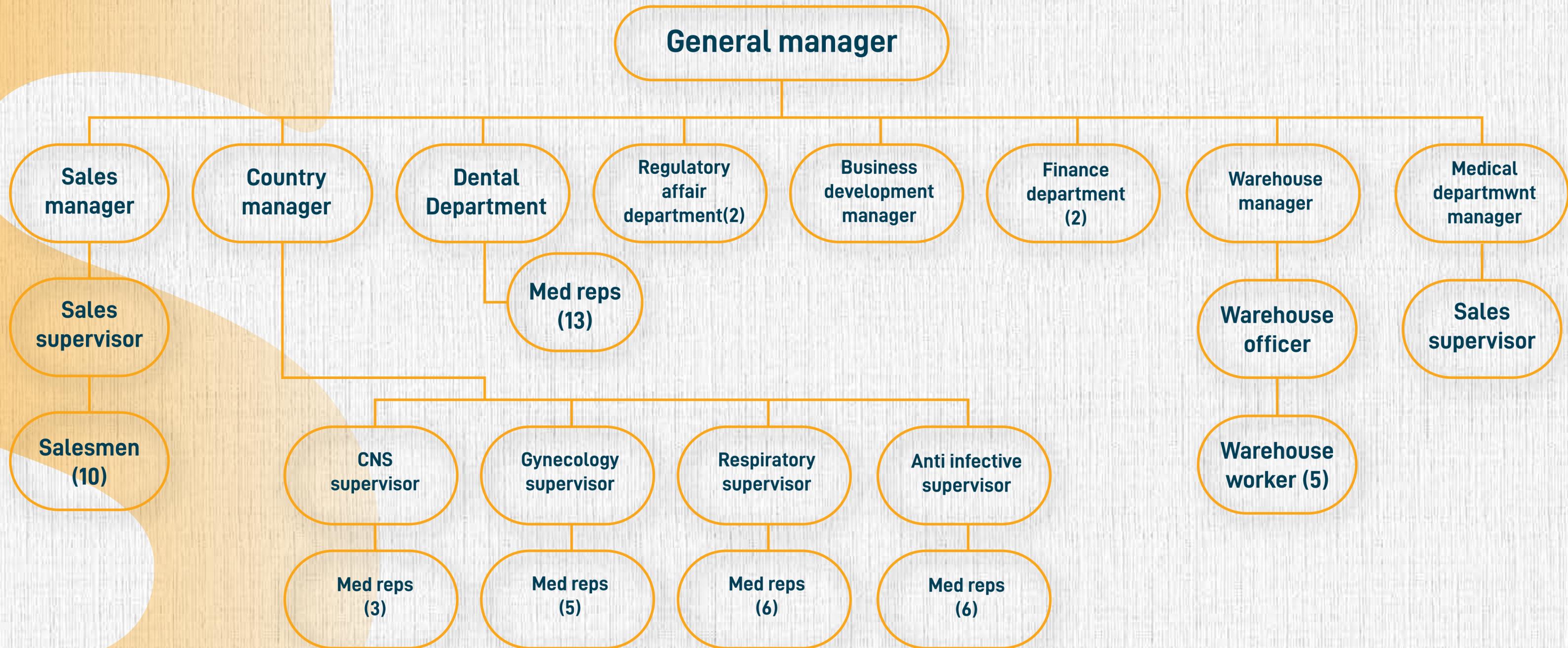


Mahmoud Deeb

Sales Manager, Mahmoud brings on board over three decades of experience in the Jordanian retail pharmacy and drugstore business. Mahmoud's team is in charge of distribution, collection and promotion for over 1800 pharmacy outlets and 100 institution clients in Jordan. Mahmoud is the "tree of life" his team operates the "boiler room" of TDS.

Organizational Structure





Employees Structure

Management & Experiences :

● **Medical Representatives = 20**

● **Product Specialist = 6**

● **Team Leaders = 6**

● **Salesmen = 10**

● **Administrative Support = 10**

● **Dental Department = 13**

Total Number of Employees= 65

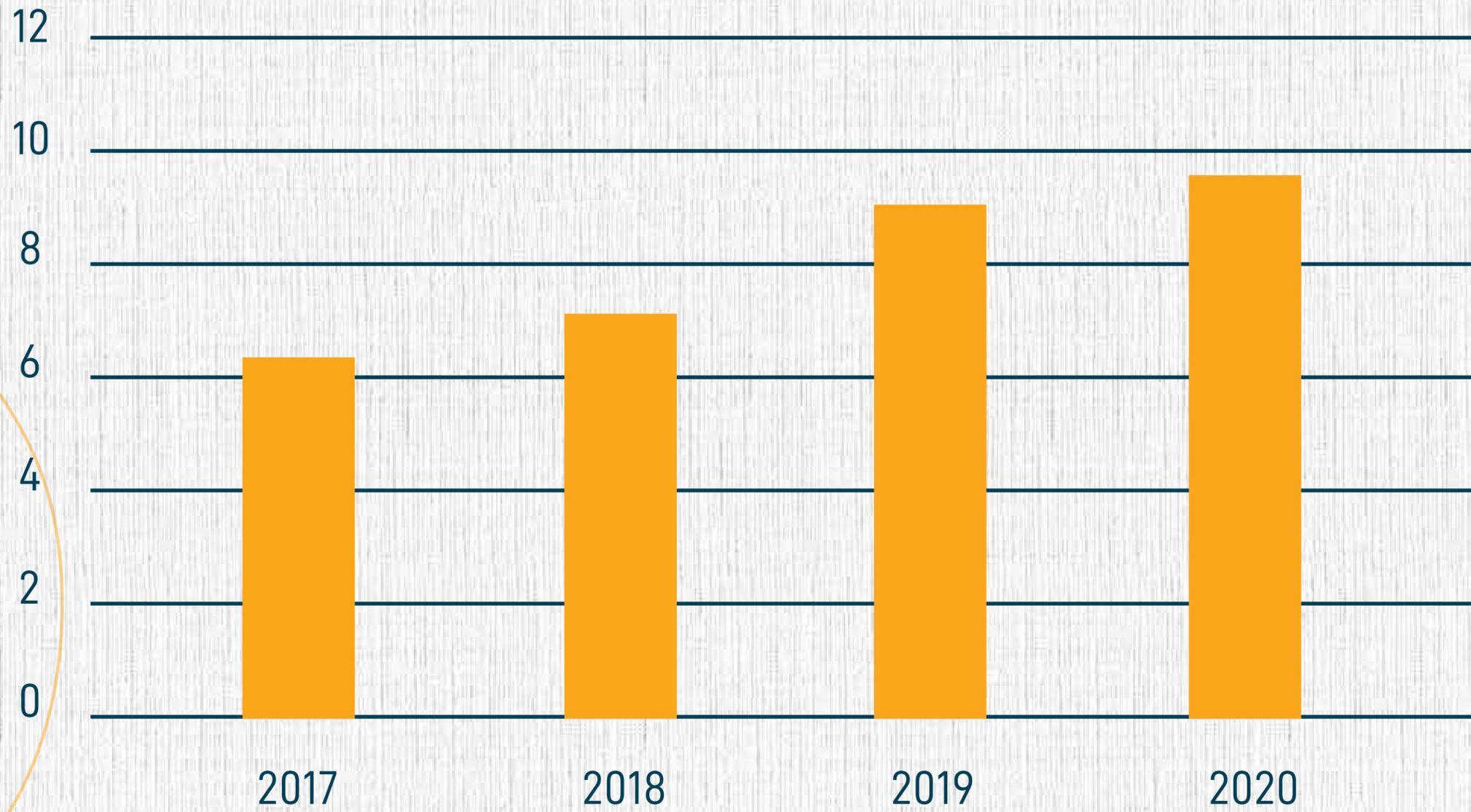
TDS Departments Sales Breakdown

- Pharmaceutical Department %
- Medical Department 25%

Customer Base Includes

Public	Private
MOH	Private hospitals
RMS	Medical Doctors
JUH	Pharmacies
KAUH	Beauty Centers
KHCC	Hypermarkets

TDS Departments Sales Breakdown



BUSINESS PARTNERS



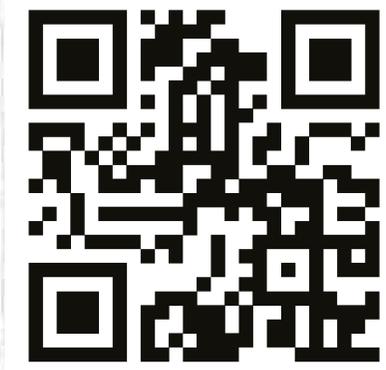
DENTAL PARTNERS

HIOSSEN
IMPLANT

OSSTEM[®]
IMPLANT

 **bonyf**

 **FUSHIMA**



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Thank you