







Established in 2017, Newton Pharma is a Yemeni company specialized in the field of importing and marketing Pharmaceutical finished products and medical Instruments and devices.

It is affiliated with a commercial investment group that includes one of the most important private hospitals in Yemen, the Modern European Hospital, which was ranked as No.1 in 2023 by the Ministry of Health in quality of services.

Since the company's establishment, the company's management has been keen to lay strong and long-term foundations that guarantee the company's development and ability to compete in the Yemeni pharmaceutical and medical Health market and gain the trust and loyalty of customers in the market. It has also been able to sign exclusive distribution agreements with a number of international companies that have chosen to deal with Newton Pharma due to the transparency and credibility that are considered among the basics and ethics of commercial dealings in Newton Pharma.

Additionally and due to Newton management professionalism and experience in selecting its employees, Newton Pharma has been able to secure its position in a highly competitive market such as the Yemeni market and achieve rapid growth in business in a way that achieves the vision of the company and its partners from foreign companies.



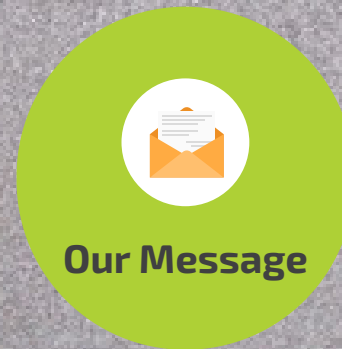
Our Business Group





our vision

To move forward towards our main goal of being a market leader and making a clear difference in the eyes of our loyal customers and business partners we represent, and to continue inspiring our employees to be the best they can be, and to make our company an extraordinary place to work in.



Our Message

to continuously improve and achieve excellence in performance through excellence in the quality of our service and the products we import and market which meets the needs of our customers. This will be our path to achieving our vision and goals.



OUR CORE VALUES:

INTEGRITY:

Integrity in our day-to-day activities has always been a fundamental ethical Principle in Newton Pharma, whereby we have been able to gain Confidence of our Business Partners and customer, and has always been a major element in our success.

We always put our customers trust at the forefront of our daily assignments, and accordingly we are always committed to providing

The best services that meet the customer's needs

PASSION:

At Newton Pharma , we offer an environment of trust and respect, steering And encouraging everyone to grow to their full potential and achieve their passion and goals responsibly. We will continuously inspire our team to achieve excellence.

CONSTANT IMPROVMENT:

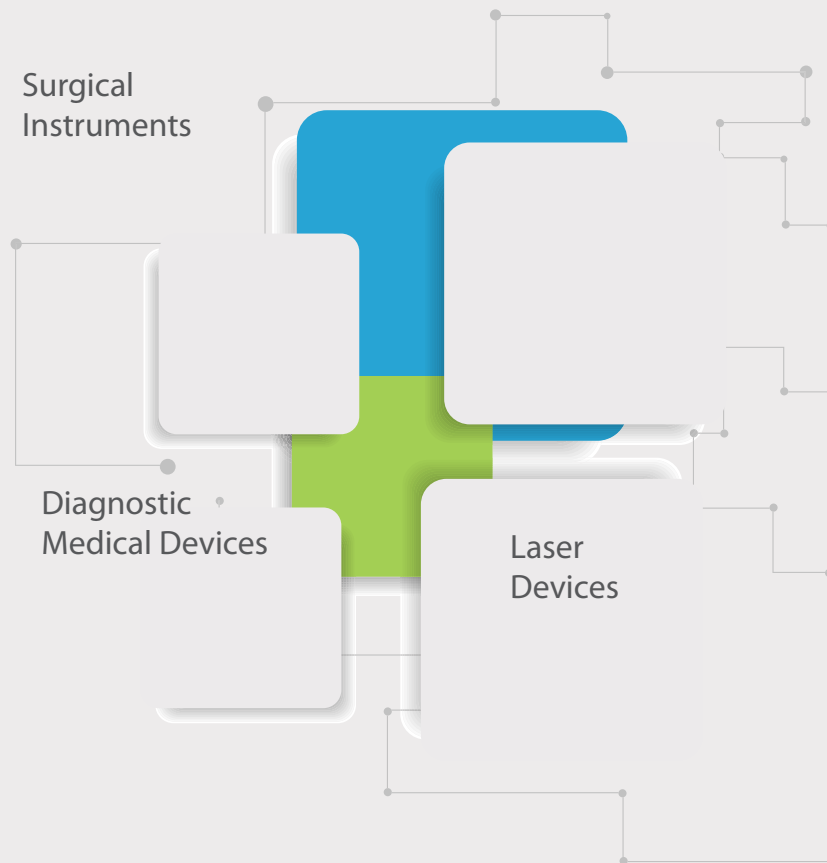
We are always working to improve and develop the quality of work in line with the realization of our vision, aspirations and goals to be among the list of the best companies operating in this field in Yemen.

INNOVATION:

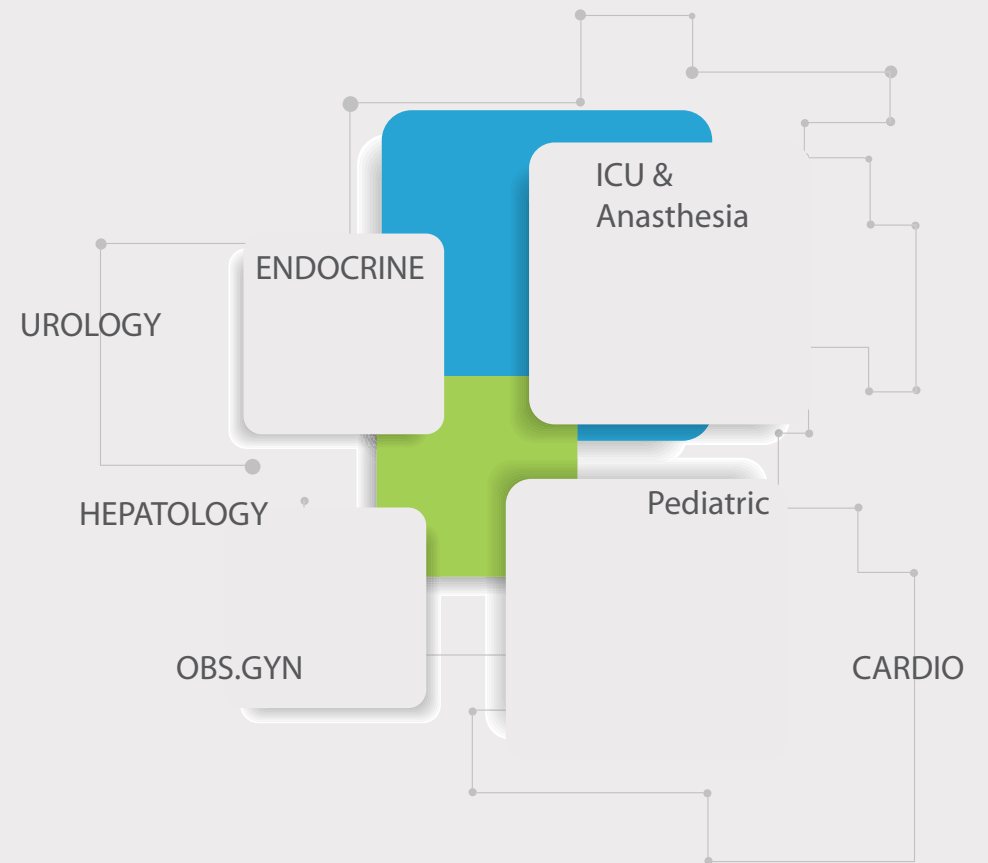
We always strive for excellence and are not always restricted by the way things are done. We believe in a workplace where you can safely try new things where we can push the boundaries of the norm and learn from things that don't always go according to plan

Area Of Expertis

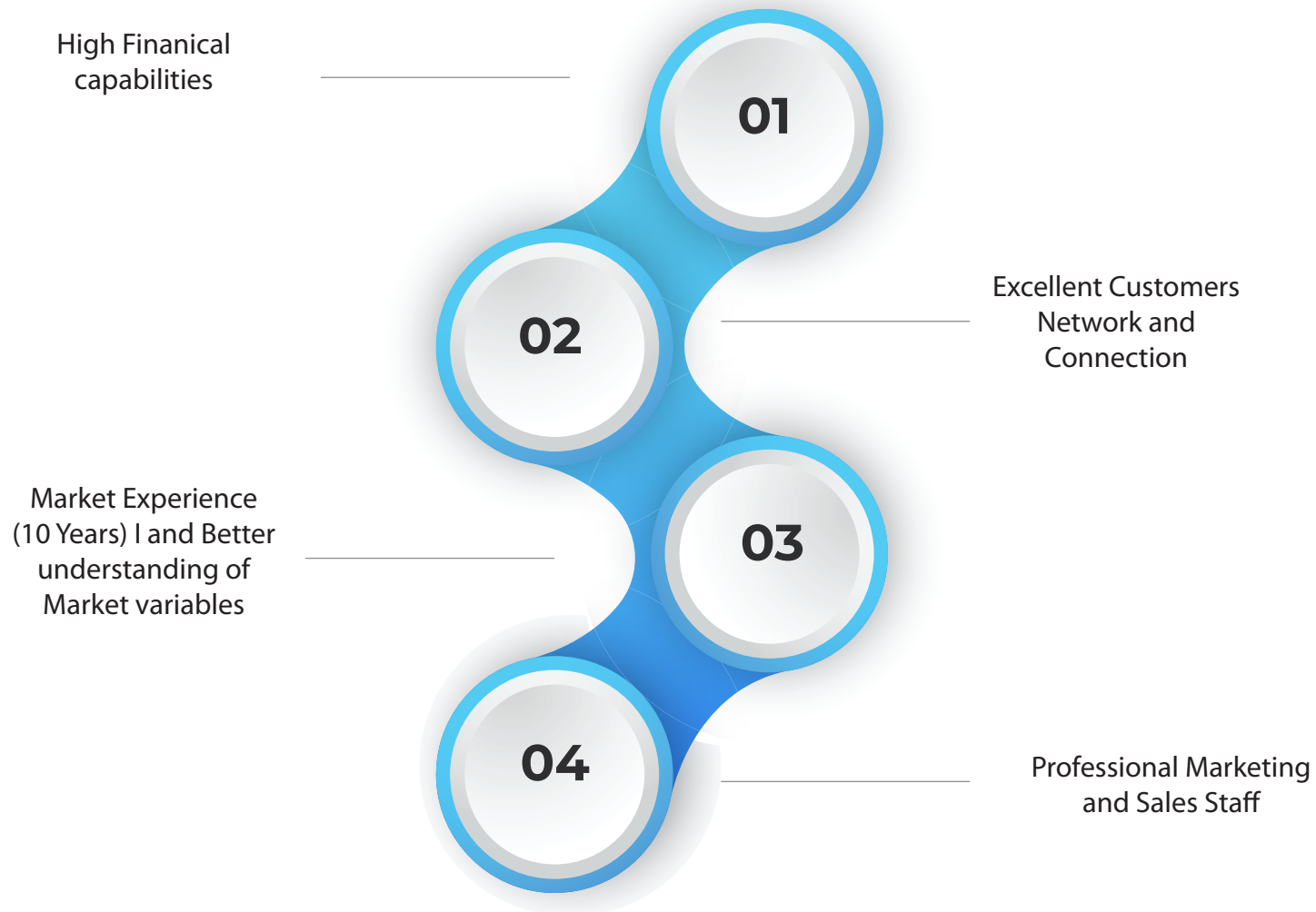
Medical Devices and instruments



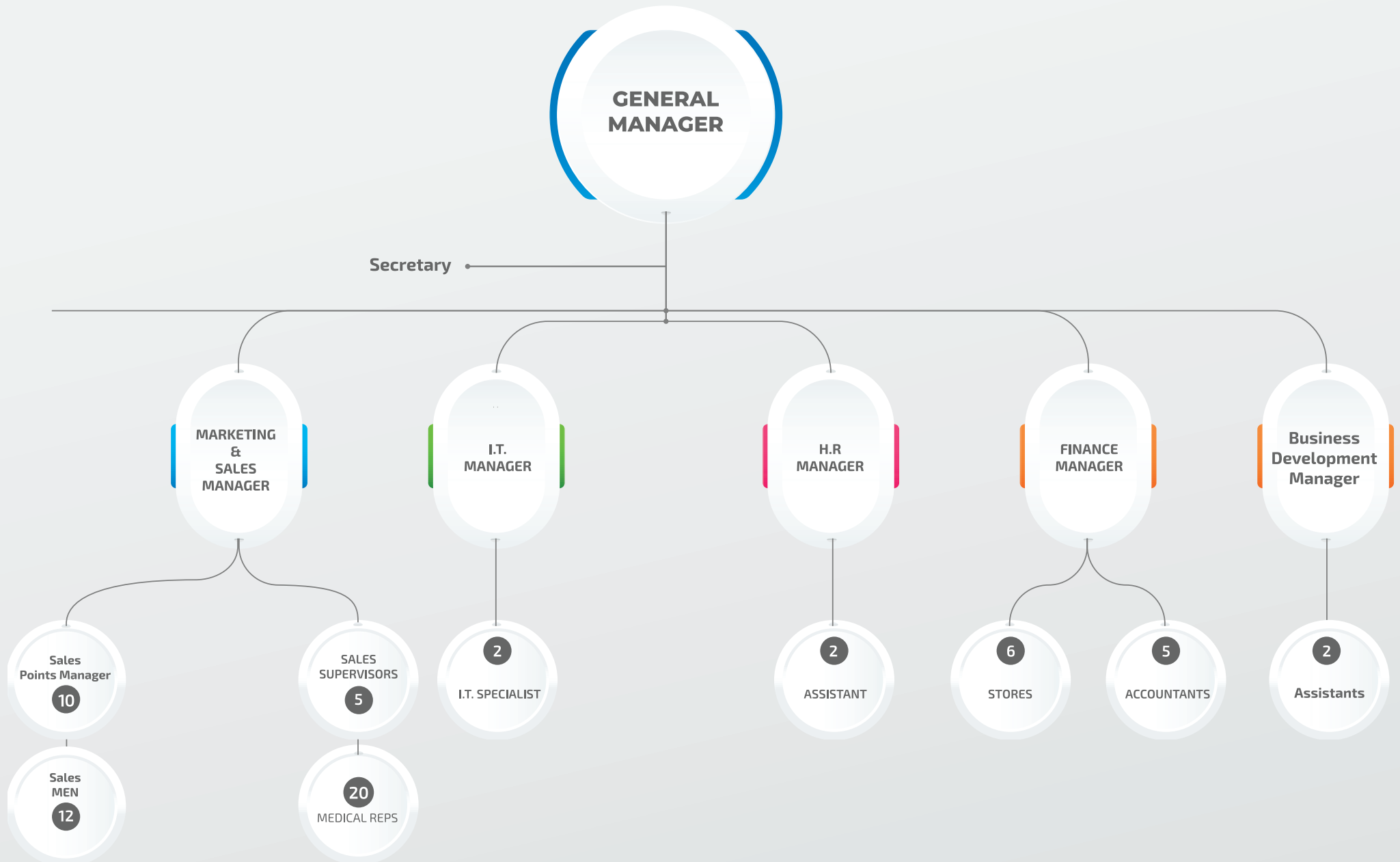
Pharmaceuticals



STRENGTH POINTS



ADMINISTRATIVE STRUCTURE



Our Activities



Our Activities

IMPORT AND DISTRIBUTION

Newton Pharma is an accredited and licensed company by the competent authorities MOH to import and distribute all types of Pharmaceutical Products and medical devices. It has all the capabilities and components that enable it to conclude distribution agreements with the largest manufacturing companies from various countries of the world.



SALES AND MARKETING

One of the most important activities carried out by Newton Company is professional marketing and sales of Different Type of Products, which is carried out by a qualified well trained and experienced team in this field and has the ability to deal with daily changes in the Yemeni market.

Among the Products that Newton Pharma marketing is :

- 1- Pharmaceutical Products (FDF)
- 2- Surgical Instruments
- 3- Hospital Equipment's and devices
- 4- Cardiac intervention instruments and devices



TENDERS

Newton Pharma is a qualified company with the capabilities and relationships that enable it to participate in government tenders as well as tenders of international organizations operating in Yemen, as well as to provide the best bids that enable it to win tenders.



COMMUNITY SUPPORT

Newton Pharma contributes to serving the community and providing health education to the community through its various community activities, which it adopts in partnership with the relevant government agencies and donor organizations. We consider this service a humanitarian service provided free of charge by Newton Pharma.



SALES AND MARKETING AT NEWTON PHARMA

At Newton Pharma, Department is the key parts of our business activity. It is what creates customers and generates income, guides the future course of business and defines whether it will be a success or failure. It's the power station sending out energy to all departments of the Company. For that reason a sustained effort is being made by our Dedicated sales and marketing team, which today consist of 42 employees, all of whom are making extraordinary efforts to promote, establish, develop the business in a modern ethical way using all available up-to-date techniques of marketing, sales and communication with customers. We always hire and attract the best professional staff members and provide the optimal work environment for them, and continue training and education to ensure that each member of the team is capable of delivering the business to the desired level.

Our Marketing and Sales team always engages our clients in different marketing and sales Activities which is designed and planned by the department to ensure better

Interaction with the customers and building strong relation with them

Part of this activities includes:

- 1- Daily Face to Face calls
- 2- Morning and Evening Doctor Group Meetings
- 3- Round Table Discussions with KOL
- 4- Standalones
- 5- Products Launching
- 6- Local symposium and conferences
- 7- Sponsoring loyal customers to attend international conferences

CUSTOMERS NETWORK

Newton Pharma characterized by its big Customer's network whom preferred the company due to its integrity and service quality that provides them with their needs.



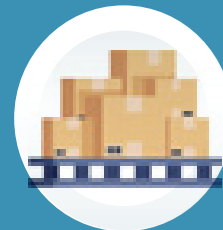
Hospitals
227



Medical Centers
198



Pharmacies
1709



Wholesalers
85



Specialist Physicians:
Private clinic
378

Our Branches

Today Newton Pharma is ready to penetrate the Yemen Market and has 10 branches spread over most Yemeni governates as well as more than 32 employees working in marketing and sales.

One of the most important things that distinguishes us is that we have branches within the Republic of Yemen in the most important provinces, as the main center is located in Sana'a (the capital), then Ibb, Taiz, Aden and Hadhramoot, which makes it easier for us to market the products of our partners and cover the market and quickly reach customers and gain their trust.

We also aspire to expand and reach Hadramaut province in the near future because of its importance and the presence of a large number of targets.

YEMEN





MARKETING

It is the scientific approach and the steps studied in marketing that have made our marketing team number one, taking the following methods:

- * Market study and needs knowledge.
- * Choose the best companies and the finest products.
- * Full knowledge of all the advantages of our pharmaceutical products.
- * Sharp intelligence and speed of intuition among marketers.
- * Honestly deal with our customers.
- * Arrive on time.
- * Listen to our clients' feedback and develop ideas.
- * Permanent commitment to the framework of the institution.
- * Get things done within time.

According to our experience in the Yemeni market and its needs. We are aware of how to market and promote the products of our local and external partners and have qualified and well-trained staff to overcome all the difficulties they face and also put forward many creative ideas to market pharmaceutical products or introduce new varieties and get them to the top.

OUR WHAREHUOSES



Newton Pharma Warehouses are designed to receive, hold, distribute and deliver free with high standards all Pharmaceutical inventory to the customers and to maintain suitable setups for keeping those Pharmaceutical products within the Standards & Requirements of Manufacturers & Local Regulatory Authorities. Newton Pharma has been characterized by powerful, and high quality warehousing and transportation services, which can be summarized as follows:

- Sufficient Storage Capacity with about 2,300 cubic meters.

- Temperature storing (air conditioned with 15-30°C)
- Newton has a pharmaceutical Cold Chain Storage (2-8°C) with enough space to store Medicines that need such storage conditions.
- Newton has a wide variety of modern vehicles including trucks, cars and small vans.
- We have a mature experience in the highest quality standards and GDP compared to all competitors.
- Safety is our major concern " Safety First". Our high standards of Temperature Control Systems, Cold Rooms Systems, Highly Trained Staff, Cleaning System, SOPs, Oracle System, Security Systems, Electric Forklifts, and Treated Pallets are guaranteed.

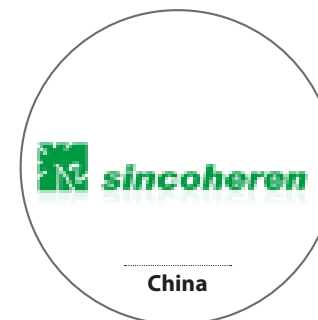
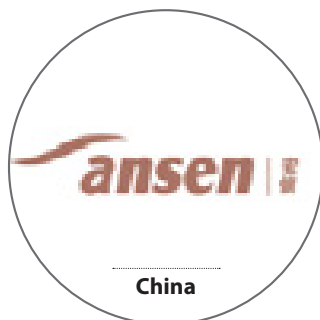
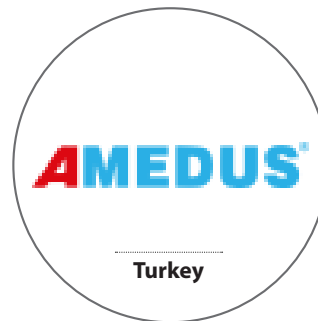
HUMAN RESOURCES



We always believe that an efficiently run human resources can provide our company with structure and the ability to meet business needs and achieve growth. this can be done through managing our company's most valuable resources its employees. Our H.R is handled by H.R. specialist with long expertise, its responsible for hiring, training, designing compensation and benefits. and setting work regulation for our staff. The forward-thinking of human resource department is devoted to providing effective policies, procedures, and people- friendly guidelines and support within companies. additionally, it serves to make sure that the company mission, vision, values or guiding principles, the company metrics, and the factors that keep the company guided toward success are optimized.



Our Partners





المركز الرئيسي :
الجمهورية اليمنية - صنعاء
شارع الستين - خلف المستشفى الأوروبي الحديث

Head Office :
60th Street
SANA'A - YEMEN
Mob.: 00967 771177012

