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Our Chairman

With the guidance of a visionary leader - HE SHEIKH ABDULRAHMAN BIN HASSAN AL THANI, a royal family member and serves in the higher management of the Ministry of Interior-Security Force at Doha port, who runs multiple companies in different sector like Oil, Gas, Construction & Real Estate - a man with the power of conviction and determination to support Qatar in becoming a leading player in various key areas in world stage, HE has an annual turnover of more than 1 Billion Qatar Riyal (\$274 million) from his business concerns within Qatar,

HE believes in the national slogan "Qatar deserves the best".

BIOTECH MEDICAL is his vision for healthcare, his contribution towards Qatar's Vision- 2030, managed by a group of young dynamic professionals who have a decade and more experience in Qatar and International healthcare industry.





About Us

BIOTECH MEDICAL is a pioneer among Qatar medical distributors, is known for its professional excellence and reputation, one of the region's medical care marketing partner preferred by many leading companies. Biotech Medical strives to bring everything best to the Qatar and to the world, as we believe we have to care for the whole world.

Instead of being idiosyncratic, Biotech Medical believes in that force which drives the world towards a converging commonality, and that force is unity in being modernized - believing all the world as one big marketplace.

It has proletarianized communication, transport, and travel. It has made isolated places and impoverished peoples eager for modernity's allurements. Almost everyone everywhere wants all the things that have improved life in a better way.

There will always be customers all over the world who believe in getting the best in class, product, services, and care. Biotech Medical has a sound strategy to navigate a world with a growing, aging population and continuously evolving healthcare needs. Our strategy supports our purpose and is centred around certain key areas: holding ourselves to high ethical standards, being part of the solution on pricing and access to healthcare solutions, helping tackle global health challenges and being a responsible citizen and a global citizen.

Biotech medical has spread its wings of operation to the trading of medical equipment & consumables from international brands, after sales service & Manufacturing.



Our Market

As we have experienced ourselves, most of the hospitals and clinics in this century need to go beyond the expectations of people who need healing. Over the past years, the healthcare industry has embraced new technologies, services that have emerged specifically tailored to providing accessible, more inclusive care to people. Biotech Medical aims to provide the best in class cutting edge technologies available in the market to Qatar and the regional countries with a highly experienced and dedicated team of Managers, application specialists and engineers, who thinks in line with our client's requirement.

Biotech Medical is committed to provide fast services and after sales support to all customers through our trusted partners. As our company tagline "Caring Technology" denotes, we continually focus on elevating the standard of care. What we do and believe is what is our heart making healthcare better. We do what is right, we do what we say, we burgeon talent and we deliver.

Being excellent is part of our DNA and is fundamental to how we execute our mission. To reach a pinnacle in the healthcare industry and to set an example, a company must have a passion for product quality and reliability. We are committed to meet and exceed global regulatory standards. We stand behind our products and address issues if arise. We have a robust quality data program that includes key process indicators for different dimensions of quality. This data is used to drive the active process without hindrance and is also regularly reviewed with executive leadership.



Our Vision

To be recognized as the leading regional provider for globally acknowledged brands in the medical devices/equipment and pharmaceutical sector, by delivering substantially more value than the competition, respected for our local strength and international standards in providing and improving access to best in-class products which helps to enhance patient care throughout the world.

Our Mission

Is to become an active, influential, global minded regional healthcare partner of choice, delivering value through business excellence and strategic partnerships.

Our Values



- **Commitment** We do what we say, we rely on each other. We pursue long term interest of company and partners
- **Trust** We are transparent, open for any conversation, we treat each other with respect and we are honest and fair
- Passion We want the best and we give the best
- Care we care about people, environment and society
- Empathy We feel for fellow beings and we are prepared to offer help
- **Collaborative** We collaborate as we won't thrive without recognising one other's strengths
- Innovate We innovate for our future
- **Perform** Committed in performing with 100% excellence
- **Courage** Courageous enough to take risks to find a new path and be prepared for any risks that arise. We learn from our mistake



Our Team

As a regional company with a global outlook, Biotech Medical is managed by a highly motivated and dynamic team of seasoned professionals with decades of healthcare consulting experience.

Being a multicultural team of professionals from all over the world, our team has combined experience and knowledge of almost all major markets, which meets a better customer service demand.

As the team is capable of dealing and understanding different cultures, languages and different customer requirements, the whole world is like one single market. Our robust distribution network is fully supported in its task of ensuring each of our portfolio brands meet and exceed their respective business and growth potential by our team which have dedicated sales and marketing professionals, designated customer service and biomedical service team who are experienced in Medical Equipment, Consumables, After Sales, Pharmaceuticals and Laboratory Sector.

What define us

- Hardworking, qualified team.
- Industrial knowledge and expertise in all sectors of healthcare.
- Future Leaders and Solution finders.
- Reliable Customer oriented operations.
- Experts in data collection, process optimization, experts transforming digital perspectives through real-time business intelligence and continual process development.
- Constantly updated with the latest technology.



Market Analysis

Qatar healthcare sector will likely see a growth in coming years, especially healthcare expenditures will see a rise as additional resources are required to enhance the health sector aligning with latest medical technologies. This unique industry is full of opportunities, with hospital and other facility leaders seeking the best methods for improving patient care outcomes and reducing total costs, Qatar is a land of opportunities at the moment and Vision 2030 adds to it.

In the 2019 Legatum Prosperity Index produced by the Legatum Institute, Qatar ranked 48th out of 167 countries for health, with a score of 76.07 out of 100, the third highest in the MENA region. With percapita health spending being the highest in the Middle East, Qatar ensures that the population remains one of the healthiest in the GCC and has also plans for leading the medical tourism sector in the GCC.

There is a big change happening around the world. The rising interest of medical technology companies for the investment in the R&D of newgen medical devices and a green light signal by regulatory authorities has given a boost to the medical device and service industry. Technological advancement and rising demand for innovation in medical sector to overcome unmet needs in the healthcare area is said to be something adding to the growth of medical service companies.

We believe our analysis projects the future of Medical Healthcare in GCC and the world

- Rapidly changing technologies and new innovations in the medical industry.
- Qatar's willingness to implement new technologies and high-quality products in healthcare sector to provide best treatment to patients compared to other GCC countries.
- Lack of service focused medical equipment companies in Qatar
- Number of Multi-speciality hospitals and upcoming hospital projects in Qatar
- Increasing demand of high-quality medical products
- Global Market value of \$339.5 Billion is expected to reach \$435.8 billion by 2022
- Qatar always gives importance for health sectors in their annual budget.



Areas of Strength

- Total healthcare products including medical, surgical, therapeutical equipment and supplies.
- Artificial intelligence supported medical devices.
- Hospital furniture, instruments, and devices.
- Patient care products.
- Assistive equipment and therapy products.
- Diagnostic, monitoring and treatment equipment.
- Home care products.
- Pharmacy equipment and pharmaceutical products.
- Laboratory equipment, reagent, and supplies.
- Assistive products for the health care providers.
- Infection prevention and control devices, systems, and consumables.
- Healthcare IT and robotic assisted healthcare equipment.





Clients

مستشفى حمد العام Hamad General Hospital —















مركـــز صحـــة المـــرأة والأبحـــاث Women's Wellness and Research Center













































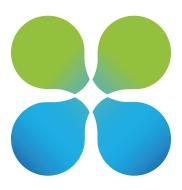












Healthcare Devices & Informatics | Healthcare Research & Innovations Medical Consumables | Life Science & Research Healthcare Infrastructure | Medical Engineering & Technical Support Interventional & Surgical Care